

JANUARY 2, 1913

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# Leslie's

INVENTORS NUMBER



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The Schweikert Press

Just three centuries ago this year the Dutch ship *Tiger* sailed up the Hudson under command of Adraen Block, who had high hope of becoming rich, trading. When his galleon burned he built the first house on Manhattan Island, the site of New York City. Typical of the progress of three hundred years is the modern battleship in the background.

OVER 365,000 COPIES THE ISSUE



# A Pictorial Trip to India <sup>AP2</sup> <sub>L52</sub>



**FISHING WITH BOW AND ARROW**

The Andamanese Islanders of India are one of the most primitive people in the world. The log-looking object is a native tree hulled out to serve as a boat.



**ENTRANCE TO AN ANCIENT HINDU TEMPLE**

This temple at Trichinopoly is thousands of years old. The wonderfully ornate sculpture is a constant source of wonder to tourists. The native sitting down is a guard as can be told by his dress.



**GREAT HINDU PAGODA AT TANJORI**

This pagoda is only the entrance to the temple. Before each temple is erected a pagoda where certain prayers must be said before the worshiper gets clear inside. An idea of the height of the structure may be gained by noticing how small the natives are in the foreground.



**QUEEN OF NEPAL**

The Queen with the wide skirts is in the center. She has ten attendants. The Queen is dressed in crinoline in much the same style as found in this country 50 years ago. Nepal, on the southern slopes of the Himalayas, is densely wooded and has many wild beasts. It is a wealthy state.



**MAKING INDIGO**

Here the natives are busily tramping out indigo in Bengal. The leaves are put into this great tank and then the natives tramp on them until the coloring matter is squeezed out. The shipment of indigo from India has fallen off since 1895, as a substitute is now being used. At first the ferment is white, but later it turns blue.



**CALL TO PRAYER IN THE LARGEST MOSQUE IN THE WORLD**

Often 10,000 people salaam before this great mosque. They move back and forth in rhythm as though one man. The name of the mosque is Jama Masjid. It is a memorial to the Emperor Shah Jehan, who three hundred years ago founded the city of Delhi, where the mosque is located.

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# Judge

during the past year has made strides unparalleled in the history of magazine publication. It is on the top wave of popularity, and is pleasing nearly half a million readers weekly. It is growing better steadily, and steadily adding to its happy clientele. It to-day has a circulation of more than 120,000 copies, having doubled its output in a twelve-month. It stands at the head of American humorous weeklies.

Do you see JUDGE from week to week?

If you see it regularly you get far more joy out of life than any other medium could convey.

If you don't see JUDGE regularly you miss the influence of a great disseminator of good cheer.

The covers of JUDGE for months have caused a succession of sensations in the publishing world. It goes without saying that they have delighted the public.

These covers picture life and beauty and have a piquancy all their own. They represent the work of the best artists instinct with felicitous ideas. Thousands—yes, tens of thousands—of copies of them are sold separately after publication for framing, because beauty and novelty have more than a single appeal.

But JUDGE does not depend upon its covers—which are unique—to attract a public that enjoys humor, satire, and kindred things. JUDGE has other features that endear it and make it welcome everywhere—in the home as well as at the club. Its artistic and entertaining qualities lead to its preservation in the household, where it is a constant source of joy.

In illustrations JUDGE has no rival in this country among humorous publications. Its staff of artists includes Grant E. Hamilton, James Montgomery Flagg, John Conacher, Charles Sanka, William Fair Uline, R. G. Ryland, Charles Wright, John Gruelle, Ralph Barton, Ray Rohn, Will Jones, Zim, Flohri, Raymond Crawford Ewer, Art Young, R. B. Fuller, H. S. Petersen, A. T. Merrick, Harvey Peaks, Lou Rogers, Crawford Young and others whose happy fancies from week to week run the gamut of humorous and artistic illustration.

JUDGE'S staff of humorous writers includes the names of the most popular authors whose mission it is to banish the "glooms" of life and introduce into everyday existence the "joys." It includes John Kendrick Bangs, James Oliver Curwood, Strickland Gillilan, Kate Masterson, Minna Irving, William J. Lampton, McLandburgh Wilson, Tudor Jenks, Oliver Herford, Terrell Love Holliday, Nathan M. Levy, Lida Keck Wiggins, Ida Husted Harper, Charles Phelps Cushing, Charles Irvin Junkin, Charles C. Jones, Carlyle Smith, Joe Cone, Roscoe Gilmore Scott, Corrine Rockwell Swayne, Oreola W. Haskell, J. L. Harbourn, Ellis O. Jones, Donald A. Kahn, Hamilton Pope Galt, Frederick Moxon, Ella Bentley Arthurs, A. Walter Utting, Tom P. Morgan, Lillian St. John Collins, Neeta Marquis, William J. Burt-scher, J. A. Waldron, J. J. O'Connell, Laura Kirkwood, C. A. Leedy, Leslie Van Every and others.

JUDGE is lively, merry, and an inspiration to good humor.

JUDGE is among the most effective of Optimists.

If JUDGE and you are strangers, why not get acquainted?

**Leslie-Judge Company**  
225 Fifth Avenue  
New York City

# Leslie's

ILLUSTRATED WEEKLY NEWSPAPER

THE OLDEST ILLUSTRATED WEEKLY  
NEWSPAPER IN THE UNITED STATES  
EDITED BY JOHN A. SLEICHER  
"In God We Trust."

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Persons representing themselves as connected with LESLIE'S should always be asked to produce credentials.

CHANGE IN ADDRESS. Subscriber's old address as well as the new must be sent in with request for the change. Also give the numbers appearing on the right hand side of the address on the wrapper. It takes from ten days to two weeks to make a change.

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The contributor's name and address should be on the back of every photo, and none should be sent in without full, complete and accurate description. Many photos have been rejected because of the lack of correct data. Accuracy should be the first consideration. An inaccurate statement is always challenged, and this is annoying.

The Editor is always ready to consider short stories or articles, which should be typewritten on one side of the sheet only, and should not exceed 3,000 words.

Every manuscript should bear the name and address of the author or sender, plainly on the manuscript, and not on a separate slip or in an accompanying letter.

## The POSTAL exemplifies interstate life-insurance

Receives business from every State—direct

THERE are 252 legal-reserve life-insurance companies in the country, all operating through agents, yet only 33 of these companies do business in the State of New York; several withdrew after the reform measures went into effect, and only one has entered the State since.

Similarly, of the largest four New York companies—"the giants," so-called—not one does business in Texas; two of them do not "enter" Wisconsin, and the fourth does no business in ten States.

All of these companies have their troubles just because they operate through agents; the States will not let agents solicit business unless their companies take out licenses, pay so-called "occupation" taxes, and submit to other State exactions, which some companies cannot, or will not, do.

The Postal complies with all the strict requirements of the State of New York and is the only life-company that receives business from every State in the Union, thus enabling everyone to arrange insurance direct.

READ THE  
MESSAGE  
THE  
MAIL-BAG  
BRINGS.



Pays claims in every State—promptly

THE one who wants insurance in the Postal Life writes, not as a citizen of Texas, Wisconsin, or any other State, but as a citizen of the United States, direct to the Company's New York headquarters—in its Home-Office Building—its only place of business. The Postal answers by mail, employing the usual Government facilities, and is thus subject to the United States Postal Authorities.

Uncle Sam brings letters from applicants, wherever they live, and takes the Company's answers wherever they are directed.

Insurance is thus arranged and policy-claims are paid by check mailed direct to the beneficiary—and promptly.

Those who thus wisely write the Postal save for themselves not only the cost of field supervision, State license fees, "occupation" taxes, and other State charges, but also save and receive the commissions that other companies pay their agents. These non-agency savings are guaranteed in the Postal's policy-contracts, as specified in the official statement printed in the mail-bag above.

The POSTAL is, in quite a true sense an interstate institution; with it an interstate business can be transacted because it is a non-agency company. It dispenses with agents; it does not send them into the various States, and is therefore exempt from the various expensive requirements applicable to companies employing agents and agencies. Postal policyholders get the benefit wherever they may live.

'Twill pay you to find out the exact sum the Company will save you at your age on any standard form of contract—Whole-Life, Limited Payment Life, Endowment for adults—or on the Company's Child Welfare Policy.



No agent will be sent to visit you: the POSTAL LIFE dispenses with agents. Call at the office or write for full official information. Simply say:

Mail me insurance - particulars as per advertisement in LESLIE'S WEEKLY for January 2.

In your letter be sure to give:

1. Your full name.
2. Your occupation.
3. The exact date of your birth.

Address:

**POSTAL LIFE INSURANCE COMPANY**

The Only Non-Agency Company in America.

WM. R. MALONE, President  
35 Nassau Street, New York

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- First: Old-line legal-reserve insurance—not fractional or assessment.
- Second: Standard policy reserves, now more than \$10,000,000. Insurance in force more than \$60,000,000.
- Third: Standard policy provisions, approved by the State Insurance Department.
- Fourth: Operates under strict State requirements and subject to the United States postal authorities.
- Fifth: High medical standards in the selection of risks.
- Sixth: Policyholders' Health Bureau arranges one free medical examination each year, if desired.



The First National Bank  
De Luxe Edition, 17x21 inches

THE DE LUXE Edition is especially designed to meet the demand of bank officials for a large reproduction of this popular picture.

The heavy plate paper upon which this edition is printed brings out every color quality. It is warm in tone, yet dignified, making a very desirable picture to hang in a prominent place in the most expensively furnished office, club or home.

We will send you postage paid a De Luxe Edition of the First National Bank for \$2.00.

**Special Note:** The Popular Edition of the First National Bank, 9 x 12 inches, will be sent you for 25 cents. Over 42,000 copies of this Popular Edition have been sold. There is a limited number left. Please indicate on the coupon the edition you desire.

## Judge

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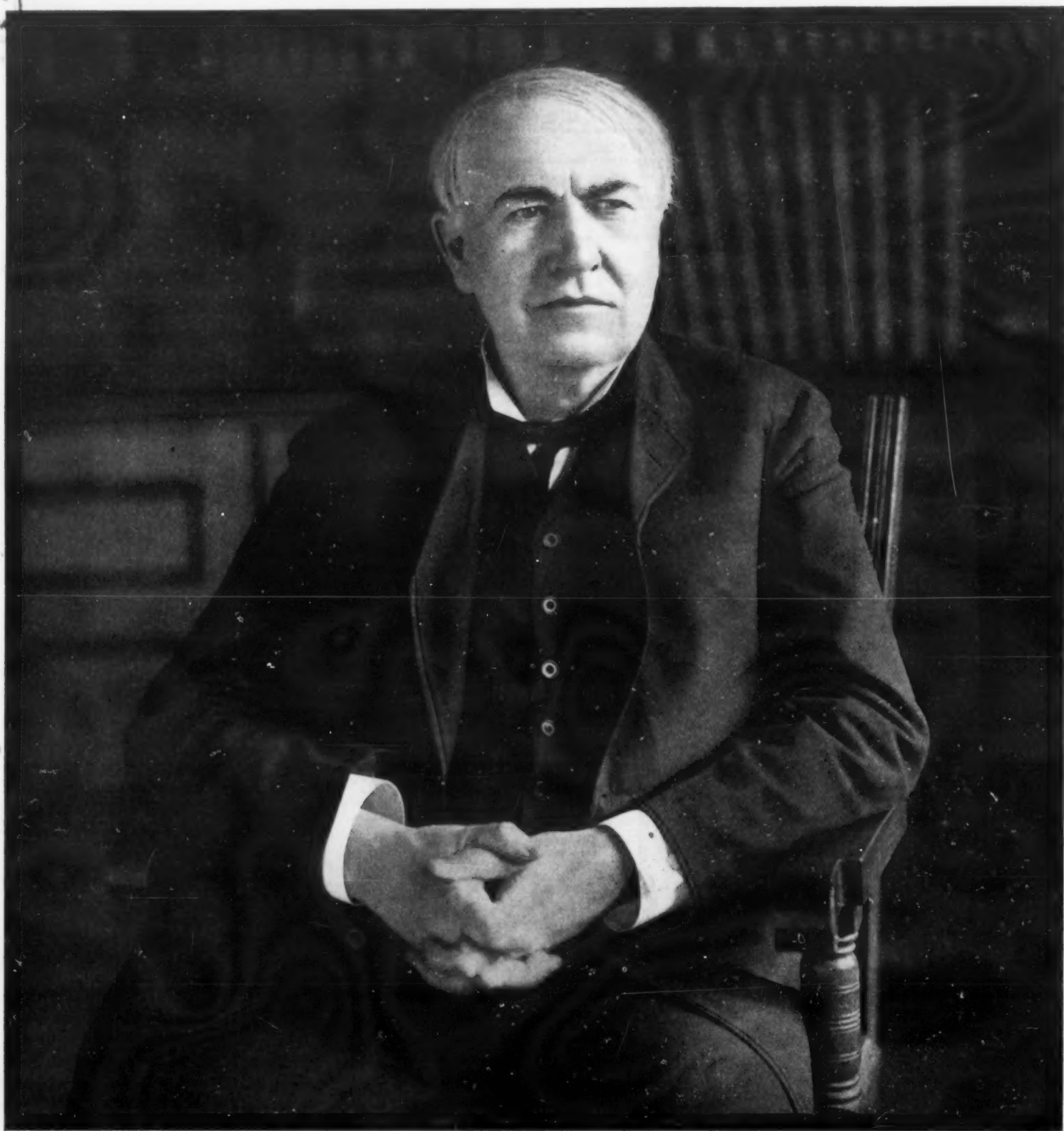
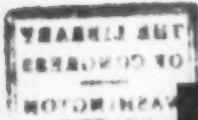
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# Give the Inventor a Fair Chance

By THOMAS A. EDISON



THOMAS A. EDISON

The world's greatest inventor, who has been granted patents on about 4,000 inventions.

**M**Y understanding of the patent law is this: First: The Constitution gave Congress permission to pass a law to encourage the production of inventions.

Second: Congress passed such a law to encourage inventions and inventors which it was thought would produce the results intended.

Third: The patenting of an invention under the patent law is the making of a contract by which the inventor gives to the Nation a clearly stated public disclosure of his secret process or manufacture, and the consideration given by the Nation to the inventor is the exclusive right to the invention for a specific limited time within which to secure the greatest benefits from his invention.

The law as it exists is fundamentally sound. What is needed is not the making of any changes in the fundamental principles of the law, such, for example, as lessening the consideration granted to an inventor for making his invention publicly known, thereby discouraging and hampering the inventor, instead of giving him encouragement. What the public has contracted for is new and useful devices introduced commercially so they may enjoy the use thereof, and to secure this the inventor should be given prompt and effective protection against an unworthy competitor.

The inventor is in position to obtain capital when the contract between the Government and the inventor is being carried out in a practical manner; no great combinations of capital can raid him—there are literally thousands of small shops with which he can deal.

The next thing is the introduction and selling of the invented process or device to the public. This the inventor does by employing jobbers and dealers, which are the

common merchandising instrumentalities of the country. These jobbers and dealers, to all intents and purposes, are the salesmen of the inventor; they are a part of the mechanism the inventor must use to introduce, educate, and create a demand from the public and sell the goods.

These jobbers and dealers trade in goods of which the great preponderance are not patented. They are free goods and the public has been educated as to their value. The demand is large and the profits are not great, but, as a rule, sufficient. Competition has been fought to a finish; all know what it means to cut prices, hence the custom is to put a moderate profit on each article, the large sales bringing an adequate return.

When the inventor approaches these jobbers and dealers, he is told that if he wants them to sell his goods he must not only protect the price; he must set a price which will afford a profit consistent with the labor required to introduce and sell new things, since they (the jobbers and dealers) must invest in something the demand for which is unknown, and which, in any event, it will take a long time to create a large demand for, because the public must be educated to its advantage; besides, the sales will be comparatively small at first. If the inventor is not allowed to maintain the price at which the public is to obtain the invention, the jobbers and dealers will not handle his goods; they prefer free goods and less risk. The inventor must be permitted to use these men as intermediaries, *i. e.*, as his salesmen. The sale to the public by the dealer should be considered the first sale by the patentee.

There is no danger of extortion. The inventor and his associates will not make the price to the public any higher than is necessary to afford such percentage of profit to the

jobber and dealer as will prevent them from giving up the sale of the goods; just that amount of profit over free goods that will recompense the sellers for the risk and comparatively small demand. Any higher price will diminish the inventor's sales. These price contracts should be enforceable by suit for infringement, as now; otherwise the Government is not carrying out in good faith its compact with the inventor or making the law practical.

I have heard and read numerous statements that many corporations buy valuable inventions to suppress them, but no one cites specific cases. I myself do not know of a single case. There may be cases where a firm or corporation has bought up an invention, introduced it, and afterwards bought up an improvement and ceased using the first patent—suppressed it, in fact. Why should that not be done? It is for the benefit of the public that it should get the latest improvement. I can not see why the public should be asked to change the patent law to enable a competitor to get hold of the disused patent so he could have a basis on which to enter into competition with the pioneer of the invention who has introduced an improved machine.

Before any changes in the law are made, let the objectors cite instances where injustice has been worked on the public by the alleged suppression of patents for other reasons than those which were due to improvements.

*Thomas A. Edison*

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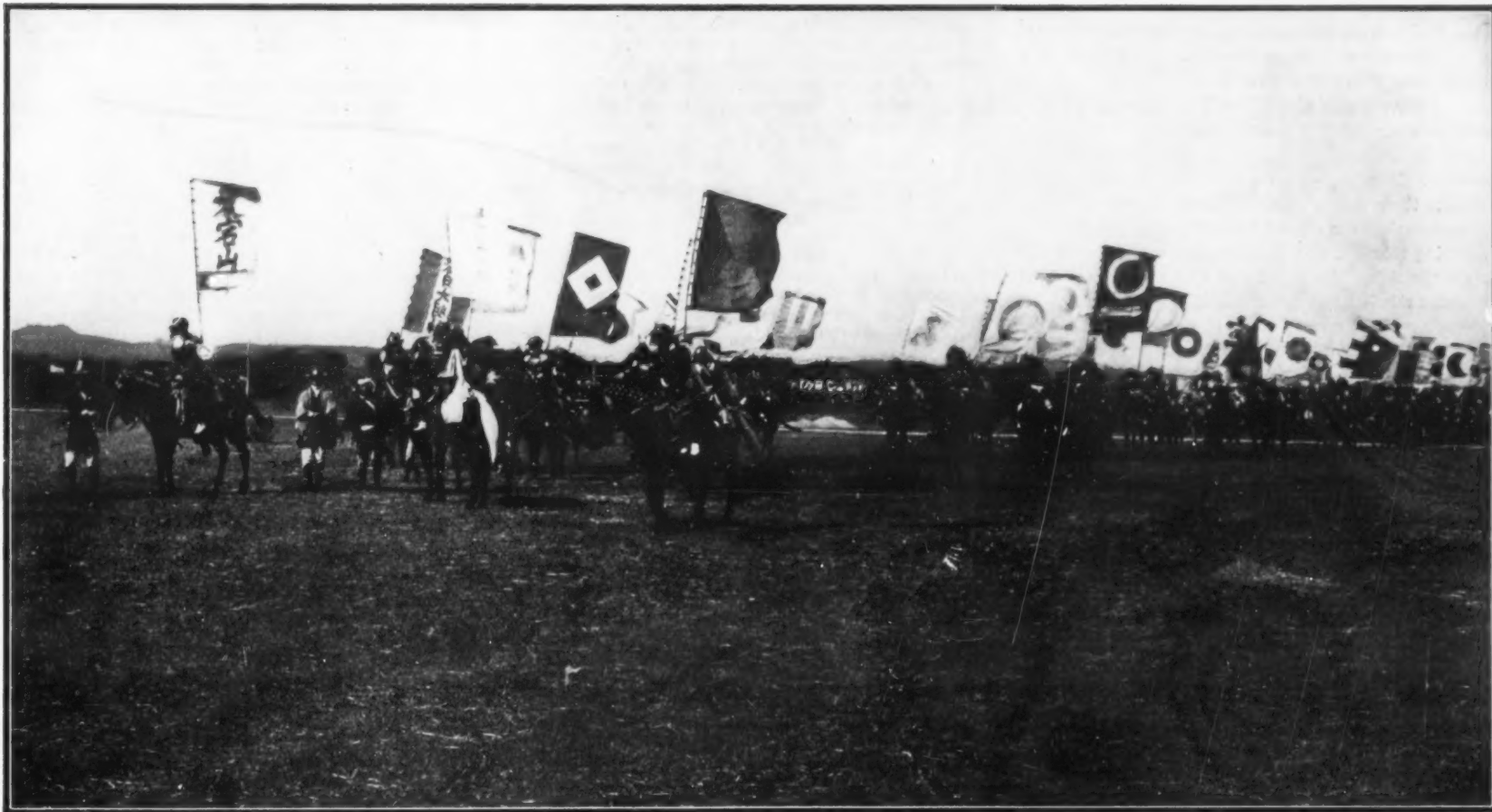
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# News of the Time Recorded In Pictures



**A HISTORIC PAGEANT WHICH STIRS JAPAN.**

In the City of Soma, Province of Iwaki, Japan, Prince Soma, a daimio of the feudal period, yearly takes an interesting ride with his former retainers, imitating the ancient Samurai starting out for war. The Samurai were the ideal warriors of Japan, and their deeds and heroism are celebrated in its history and in song and story. General Nogi's suicide, committed because of his sorrow over the death of his friend, Emperor Mutsuhito, was regarded as a revival of the Samurai spirit and created a profound and favorable impression all through the country.



**WHY AMUSEMENT PLACES SHOULD BE CAREFULLY INSPECTED.**

Collapse of a motion picture theatre at East End, a suburb of Cincinnati, which killed two men and injured seven others seriously. The structure was a new one, and was nearing completion. It was supported on concrete piers, which gave way under the weight of the concrete floor and brick walls. The theatre was to be opened on Christmas. The fact that it went down before that day probably saved hundreds of lives.



**A MEETING WHICH LASTED TWENTY-FOUR HOURS.**

On an asphalt street in the busiest district of San Francisco recently an open-air meeting was held to protest against capital punishment. The meeting opened at six o'clock in the evening and continued all that night and the next day. It was attended by thousands of people. William McDevitt, a Socialist leader, made the first speech, from an automobile. He was followed by three of the foremost pulpit orators of the Pacific Coast and many others.



**THE NATION'S MONUMENT TO LINCOLN.**

Photograph of the architect's drawing of the memorial to Abraham Lincoln which is to be built in Potomac Park, Washington, D. C. The building will be constructed of white marble and will have within it a magnificent statue of Lincoln, designed by Henry Bacon, a New York sculptor.



**NOTABLE SHOW IN THE UNION'S SECOND CITY.**

General view of the fine display of Swift & Company's products arranged in a wholesale market cooler during the recent International Livestock Exposition at Chicago. The exhibit made by this famous packing house attracted the attention of all of the 600,000 visitors to the show.



## EDITORIAL

## Greetings!

**L**IFE is made up of greetings and farewells. If your life is not, it is badly made. Begin to make it over with a New Year avowal. In person, or by letter or card give a New Year's greeting to those you know and especially to those you love.

Even the ordinary greetings of the day are an index to character. The way one says "Good morning," or responds to the greeting, shows what sort of person he is as well as revealing the disposition of the moment. It is a little thing that one may do a hundred times a day, but done in the right spirit it will make life brighter for some who think this is altogether a cold and selfish world.

Begin now! When you wake, wish your wife a Happy New Year. It will help to carry her back to the sweet words of courting days. Try it on the children if you are fortunate enough to have any, and if not, try it on the neighbors' children. Go to business as the new year opens wishing everybody you meet a Happy New Year. Keep up the habit of cheery and kindly greetings for the next twelve months. Don't form any resolutions that you will forget, but just turn over a new leaf and begin a new record.

Life will be broader for you if you will cultivate the art of greeting.

## The Victors' Vanishing Spoils.

**W**HEN, a few weeks ago, Mr. Taft added a little over 36,000 fourth-class postmasters to the classified competitive roll of the civil service and a little later 20,000 skilled laborers employed in the U. S. Navy Yards, he brought the total of his work in that direction up to a high figure. The civil service act was signed by President Arthur on January 16, 1883, near the middle of the Garfield-Arthur term. Here are the number of positions placed on the classified roll under that law by the various Presidents:

Arthur.....	15,373
Cleveland (first term).....	11,757
Harrison.....	15,598
Cleveland (second term).....	38,961
McKinley.....	3,261
Roosevelt.....	34,766
Taft (to October 16, 1912).....	61,599

The Taft total includes the 36,332 fourth-class postmasters which were classified under the order of October 15, and the navy yard employees above referred to. The figures in the foregoing table indicate the number of positions placed on the competitive roll at the time of the classification, but each branch of the service covered by those orders, except that of Taft recently, has increased greatly since then.

In the executive civil service on June 30, 1912, at the close of the fiscal year, there were 395,460 positions. Of this number 236,061 were, at that time, on the classified merit roll. Mr Taft's recent order brings that number up to 292,393. This reduces to 103,067 the number of positions subject to the mutations of politics or the favor of Presidents and their subordinates. A larger proportion of the government's civil officers are now on the merit roll than at any previous time since the spoils system was invented by Jackson. Thus the demands on the time of the members of the executive branch of the government are diminished, the worries of Presidents are lessened, and the efficiency of the service is promoted. The act of January 16, 1883, was one of the most beneficent measures ever placed on the national statute book.

As Democratic newspapers often claim paternity of the civil service act for their party it may be well to say a few words about its origin. It was introduced by a Democrat, Senator Pendleton of Ohio, which is the principal reason why it is sometimes called a Democratic measure. The Senate passed it by a vote of 38 (23 Republicans, 14 Democrats and 1 Independent) to 5 (all Democrats). It went through the House by a vote of 155 (101 Republicans, 49 Democrats and 5 Independents) to 47 (7 Republicans, 39 Democrats and 1 Independent). As those figures show, most of the friends of the measure were Republicans and most of its enemies were Democrats. It was signed by a Republican President, who had also, in a message, urged its enactment.

While politicians of both parties dislike the civil service law, a large majority of its assailants in the past thirty years have been Democrats, and its defenders have been Republicans chiefly. Cleveland, the only Democratic President since the law was passed, enforced it with sincerity and intelligence. It is understood, too, that President-elect Wilson favors the spirit of the act, and, like all his predecessors since its passage, may make some additions to the number of places covered by it.

## Editor and Diplomat.

**T**HE death of the Hon. Whitelaw Reid, American Ambassador to England, removes not only a diplomat of the first rank, but one of the last of the old school editors whose personalities made their newspapers. A different type of man from Horace Greeley whom he succeeded as editor of the New York Tribune, the fine distinction of his own culture and literary taste made his paper one of the most influential high class dailies in the country. His spirit as an editor is shown in the editorial comment of the Tribune upon his death. "When a piece of work was to be done, all that he asked in the worker was competence and good faith, with those qualities once assured, he disdained to harness the mind of

another. In journalism, he held, what was wanted was truth and free play of ideas."

With his appointment as Ambassador to Great Britain in 1905, Mr. Reid's active connection with the Tribune ceased. Fortunate was he in having a son, Ogden Mills Reid, to whom the succession now falls, one who was willing to begin as a reporter as his father had done, and work his way to the top. Mr. Reid's contribution to politics and diplomacy was quite as distinguished as his place in journalism. Here he found appropriate scope for his literary talents, his wide knowledge of men and affairs and his unusual social gifts.

## Inventions!

**I**T is an evil day for brains and capital. Both are productive of wealth and wealth is under the ban because most people have failed to accumulate all they think they ought to have. It may be their own fault, but that makes no difference.

Those who have nothing are always envious of those who have something. Too often those who have something are envious of those who have more. Hence the outcry of the muckraker against "tainted money," against the industrial corporation, the railway and the intangible, absurd and impossible "money trust." And now the inventor must be included in the category of offenders, for isn't the inventor a monopolist?

We are the greatest inventive nation in the world. American inventors have done more for the comfort of mankind and for the prosperity of the worker on the farm and in the factory than those of any other people. Many inventors have accumulated great fortunes while thousands upon thousands of others have been placed in circumstances of greatest comfort.

Doesn't the patent with which the government rewards his genius and skill give him the sole right to enjoy the profits of his invention? If so, is he not a monopolist who like all the rest must be driven out or cut down? This is the argument and it is about as fair when applied to the inventor as it is when applied to the creator of a successful corporation. It is unfair in either case for it is rooted in envy and too often based on injustice.

The inventor has brought comfort, enjoyment and prosperity to the American home. He deserves his reward. The Government has freely given it to him ever since its creation. He gets it in every other land. In the mad outcry of the thoughtless and inconsiderate, against those who have achieved success, must the inventor also be among the victims? We trust not.

## OUR CREED

**W**E BELIEVE in the prosperity of the country and that the highest duty of a periodical is to strive to secure it for all.

WE BELIEVE that the worst enemies of American prosperity are the selfish demagogue and the self-seeking muckraker to whom everything is wrong and who will not see that anything is right.

WE BELIEVE in unceasing championship of every institution which makes for the public welfare.

WE BELIEVE in unflinching advocacy of every reform necessary to the advancement of human progress.

WE BELIEVE that the world's merchants and manufacturers prefer editorial constructiveness to muckraking destructiveness.

WE BELIEVE that an illustrated weekly newspaper should hold the mirror up to the world's news. This has been the mission of LESLIE'S WEEKLY for more than half a century and will continue to be its mission for all time.

WE BELIEVE that the men who build up, whether in humble or exalted station, are worthy of praise and that the men who pull down are deserving of censure.

WE BELIEVE that a periodical that drops its responsibility after reporting an event neglects half its duty. If it tears down for the sport of seeing the dust fly it clouds the atmosphere and ruins good work while he who builds anew or seeks to strengthen a weak structure performs a real service.

WE BELIEVE that to-day is better than yesterday and we shall try to make to-morrow better than to-day, and finally WE BELIEVE in our motto "IN GOD WE TRUST."

## The Plain Truth.

**R**ESOLUTIONS! A good resolution is only worth what is behind it. If it is made to be kept it will be kept. If it is made indifferently, it will be broken. It is like a promise to pay, but you are the maker, the endorser, and the holder of the obligation. Who will hold you? Can you do it?

**D**IXIE! A thousand New Yorkers sat down at the recent banquet of the New York Southern Society. The flavor of the South was in the air. Red snapper from Galveston; sweetbreads, Southern style; Virginia ham and Maryland sweet potatoes dotted the bill of fare. President McCorkle, like a true Southern gentleman, took everybody by the hand and crowned the evening's success by presenting amid tumults of applause the leading Southerner of the land, President-elect Wilson. It was a great night for Greater New York.

**T**HIEF! A liar and a thief go together. Nobody trusts either and the man who receives stolen goods or who profits by lies is no better than the thief or the liar. The public is indebted to ex-Senator Foraker of Ohio, for disclosing that the so-called Archbold letters printed by Mr. Hearst were stolen by a couple of negro employees of the Standard Oil Company, and were sold for over \$30,000. There isn't a business man in the country, and very few private citizens who amount to anything, whose personal letters if stolen and printed under glaring headlines might not be misconstrued or misunderstood. But regardless of this a theft of private correspondence by a trusted employee instead of being encouraged

should be most severely punished. The Investigating Committee at Washington should not rest until it has laid its hands upon the thief who betrayed his trust and for a bag of dirty dollars lent himself to a wicked conspiracy to defame his employer and to destroy the reputation of men of prominence in public life. Let us have the whole truth about this conspiracy and let no guilty man escape!

**C**OAL! At last the Anthracite Coal Trust, so-called, has been dissolved under the Sherman Anti-Trust Law. The independent hard coal producers had made contracts to sell their product to the railroads at a fixed price. Thus, it had been alleged, the railroads were enabled to crush the independents and increase the cost of coal. Now comes the amazing statement that the independent producers are opposed to a reduction in the price of coal and will do their best to prevent it—trust or no trust. Does anybody blame them for wanting to get all they can for what they produce? Does anybody blame the farmer or the working man or the manufacturer for seeking the highest market he can find? Some people seem to imagine so, but it is purely a delusion.

**P**POTATOES! Why not be honest with the railroads? An item was recently printed in the newspapers denouncing the proposed new freight rates on potatoes from Western points and stating that they would cause an unjust advance in the price of potatoes to the consumer and "make the income to potato raisers dwindle so much that the industry would become unprofitable." An analysis of the freight rate per hundred pounds of potatoes as proposed under the new rates, shows that they would have amounted to from less than one-third of a cent to three-fourths of a cent per peck! It can readily be seen that the increased cost would be inconceivably small to the consumer, if the exact amount of the freight rate increase were added to the retail price. On no subject does there appear to be more public misapprehension as to the facts than on freight rates. A little pamphlet on the subject entitled the "Freight Rate Primer" gives the A.B.C. of the matter and it would be well if the railroads would circulate this instructive booklet far and wide. It would help to remove a widespread misapprehension of the facts.

**B**USINESS! A banquet sometimes means something else beside eating and drinking. It sometimes means business. A recent notable gathering of some of the most eminent railway men and manufacturers in the United States, at the annual dinner in New York of the Railway Business Men's Association, established a high record for efficiency in that it presented to the public the soundest educational address on the railway situation that had ever been delivered. It was by that sage of the Northwest, James J. Hill, and it is unfortunate that the newspapers of our great cities did not give it more publicity. We look to the association of which George A. Post is President, to give the widest circulation to this remarkable speech of Mr. Hill. It was an unanswerable argument in favor of fair play for the railroads on the part of the people and the Interstate Commerce Commission. Now let the members of this association of eminent business men bear in mind that the way to discourage malicious attacks upon the railways is by withholding their patronage from all the muckraking, trust busting and railroad smashing sheets who are warming themselves by the fires they kindle for the destruction of others.

**B**IG! It takes a big man for a big business. The little man can do little things but the men who count in this world are the giants of intellect, industry and intelligence. This was the impression that J. Pierpont Morgan created when he appeared before the committee of Congress which is searching for "a money trust." For hours Mr. Morgan answered questions about his private and business affairs and with such frankness, completeness and decision that when he had finished, there wasn't even a skeleton of "the money trust" left. The hobgoblin had disappeared. A great outcry has been raised against the bankers of this country principally from those who have had no money to bank and who thought their credit should be as good as the best. Not having the collateral, they are unable to get credit. Hence the cry of a "money trust" and the costly and unnecessary investigation which is taking up the valuable time of Congressmen that might well be devoted to securing a much needed reform of our currency laws. Let the people rule!

**P**OSTAGE! One cent postage would be profitable to a few large commercial houses, but it would do very little for the rank and file of mankind. An association organized at Cleveland and probably with well paid officials, is endeavoring to carry on a propaganda to reduce the postage on letters and to increase it on newspapers, magazines and periodicals. The misleading statement is made that the first class mail earns an annual surplus for the government of \$70,000,000 while the newspapers and magazines represented in the second class mail are a tremendous burden on the Government. The Hughes Commission appointed by President Taft thoroughly disproved this latter statement. It is well that the newspapers and other periodicals that are being besought to print the absurd, one sided statements of the National One-Cent Letter Postage Association should refuse to lend themselves to a propaganda aimed at them. We wonder who pays the bills of this association? Is it the express companies, the railroads, or some other good angel without wings?

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STATESMEN WHO SEEK TO AID THE FARMERS

For the purpose of providing the agricultural interests of the country with a credit system which will make products as well as real estate collateral for loans, twenty-nine governors, members of the cabinet and diplomats lunched with President Taft prior to an extended conference on the subject of rural credits. This photograph was taken after the luncheon party on the front steps of the White House. Left to right, back row: Governor Gilchrist, Florida; Governor-elect Sulzer, of New York; Governors Eberhart, Minnesota; Spry, Utah; Carey, Wyoming; Glasscock, West Virginia; Goldsborough, Maryland; Dix, New York; Shafroth, Colorado; Secretary of Agriculture Wilson; Governor-elect Cox, Ohio; Governor Harmon, Ohio. Third row: Governor Hanna, North Dakota; Norris, Nebraska; Hawley, Idaho; Plaisted, Maine; Mann, Virginia; Senator Fletcher, Florida; Governor Donaghey, Arkansas. Second row: Governors Kitchen, North Carolina; Hadley, Missouri; McGovern, Wisconsin; Major Rhoades; Governor Oddie, Nevada; M. T. Herrick, Ambassador to France; Governor Foss, Massachusetts. Front row: Governor Baldwin, Connecticut; Secretary of State Knox; Governor Tener, Pennsylvania; President Taft; Governors Brown, Georgia; Carroll, Iowa.

## A Wave of Prosperity in Two Western States

EDITOR'S NOTE:—The Editor of "Leslie's Weekly" sent a letter to the governors of the different States, asking each to write on the general conditions of his own State and tell frankly and honestly how affairs were going in his section. The answers are wonderfully interesting. The first five replies were printed in recent issues and two more are given on this page. Additional responses are to appear in future issues. They all join in the opinion that conditions never before looked so promising. The articles will give a bird's-eye view of the whole country that will be an inspiration to every reader.



WILLIAM SPRY,  
Governor of Utah.

### New Records of Production in Utah

By GOVERNOR WILLIAM SPRY

THROUGHOUT all Utah, among the farmers, the horticulturists, the stock-growers, the mine operators and the merchants, there is a wide-awake, bustling, alert spirit of development and growth—a spirit born of

prosperity and a sense of security and confidence in the stability of our local resources. Never in the history of Utah have the prospects for a realization of the hopes of the pioneers for the establishment in the Rocky Mountains of a great agricultural, industrial and commercial center been brighter than during the year which has just drawn to a close. An inventory of the 1912 output of the farm, the range and the mine discloses the fact that all previous records in value of production have been surpassed.

The farm value of Utah grains, grasses, sugar beets, wool and live stock produced last year exceeds \$41,000,000, while the copper, gold, silver, lead, zinc and coal mines have produced in excess of \$43,000,000. The sugar output of 1912 is two and a half million pounds over the production of 1911, while the fruit harvest is the greatest in the history of the State. The rich mountain soils of Utah are producing bumper grain crops. In its average barley yield per acre, Utah is the banner State of the Union, producing forty-five bushels as against an average yield of 33.5 in other States. While the average yield per acre of spring wheat throughout the United States is 22.2 bushels, Utah established this year a record of an average yield of 29.2 bushels.

In recent years, under the liberal provisions of the enlarged homestead act, vast areas of arid land within Utah have been brought under cultivation and the working of these lands by scientific dry-farming methods has developed a new, extensive, and profitable agricultural activity, while lands that have been classed as "desert" and generally supposed to be worthless have been transformed into the largest grain producing areas of the State. It is interesting to note that the wheat produced through dry-farming methods is of superior quality and preferred by many to wheat produced under irrigation. The scientific

preparation and treatment of the soil for the conservation of moisture has ushered in a new agricultural era in the arid West. No longer a theory, this system of farming is engaging the attention of the most successful agriculturists of the West. Utah, the birthplace of irrigation in the new world, is leading the way in this modern method of reclamation.

Completed irrigation and reservoir projects, both public and private, have added wealth and population to the State, while projected irrigation and reclamation systems promise increased agricultural development. The extensive operation of our mineral, coal and hydro-carbon mines has added materially to the prosperity of the State. Utah is in the very front ranks of the copper producing States. The value of the 1912 output is estimated at \$18,000,000. And this from the Bingham district alone, where in recent years has been developed perhaps the greatest copper plant in the world—measured by the ore tonnage treated. At one mine in this camp thousands of tons of low-grade copper ore are treated daily and the handling of this immense tonnage makes profitable the treatment of ore running as low as 1½ per cent.

This general material prosperity has been reflected in the erection of substantial homes, modern schoolhouses and churches and in the rebuilding of the business districts of the larger cities. Old business houses are being rapidly supplanted by strictly modern substantial structures. Highway improvement through the entire State affords better facilities to the farmer for marketing his crops, while an era of development in interurban lines has opened.

To the credit of the people of Utah who pioneered the West, great sacrifices were made that their children might enjoy educational advantages, and in the development and material prosperity of recent years Utah has fostered and built up an excellent educational system. The up-building of our public school system has been a first consideration and through the educational system culture and refinement have gone hand in hand with the material advancement of the State. How much the people of Utah think of their educational system is shown by the simple statement that during the past two years 76 per cent. of the entire revenue derived by the State through taxation was devoted to educational purposes. In the year 1911

\$3,686,059.00 was expended for the education of children between the ages of six and eighteen years and the per capita expenditure amounted to \$33.11.

Prior to 1905 our unit of local school government for rural schools was the school district—simply embracing a village or a town as the case might be. The pioneers of Utah, to protect themselves against Indian ravages and also to enjoy so far as possible the best of social, religious and educational advantages, settled in villages and towns with their farms on the outside. This plan or system has obtained with little variation until the present time. The school units have corresponded in extent to these settlements.

Some time since a law was passed providing for the consolidation of school districts. This law provides that in each county of the State where a school district outside the limits of cities of the first and second class shall comprise a school population of more than 2,500 children of school age it shall be known as a county school district of the first class. In this State there are twenty-seven counties. Since the passage of the consolidation law six of the counties have consolidated their districts into one county school district of the first class and another county having sufficient population consolidated its districts into two districts of the first class.

While in a sense schools in these districts are rural, yet they enjoy practically all the advantages of city schools, as the boards of education provide them modern school buildings and equipment, superintendents, special supervisors, etc. In Utah, the schools outside these consolidated districts are not rural schools in the sense that the term is generally understood, largely because of the plan of settlement pointed out. There are very few local school districts having only one small rural building with but one teacher.

In conclusion, it is my opinion that there is but one contingency which may arise to mitigate against a continuation of the prosperity which prevails in Utah. That contingency is a possible interference with the marketing at a reasonable margin of profit of the three principal products of the State—sugar, lead, and wool. There is absolutely no question that any material change in the market value to the producers of these three commodities will prove a setback to the industrial development of Utah.

### Fortunate and Flourishing Wyoming

By GOVERNOR JOSEPH M. CAREY



JOSEPH M. CAREY,  
Governor of Wyoming.

WYOMING is in a fortunate position. The year now closing has been a prosperous one. While there were some losses during the last winter in live stock, these losses have been largely compensated for by the high prices that have been

received by the stockmen for cattle, horses, sheep and wool. There were four times the agricultural products harvested that were ever before produced in the State in one year. Copious rains made the sections that were considered arid, produce abundantly all agricultural crops common in this latitude and altitude. This included the small grains, alfalfa and timothy, sugar beets, fruits, etc.

The prospects are good for much railroad building in the State within the next twelve months. Another great trunk

line across the State, extending from Billings, Montana, to Galveston, Texas, will be put in operation in a few months.

Great tracts of land are now open for settlement under the various irrigation projects. These include the Government Reclamation Projects, numerous Carey Act enterprises, and various other projects.

The coal mining industry has reached enormous proportions in the State and there are opportunities for the promotion of this industry to a much larger extent than has ever been done before in the history of the State. The United States Geological Survey reports more good coal in the State of Wyoming than in any other State in the Union.

The greatest discoveries in the history of the State have been made in oil. Several large refineries have been constructed and are now taxed to their full capacity. New wells are being made producers each month.

In this State as elsewhere there is some dread of unfair tariff legislation—a dread that is always incident to a change of administration. This might seriously affect

things in this State with reference to two products; namely, sugar beets and wool; but few think these industries will be impaired by unreasonable legislation. President-elect Wilson's declarations, if they mean anything, mean that great industries will not be destroyed by tariff legislation.

While I advocated the election of Theodore Roosevelt as President of the United States, I am good citizen enough to desire that the new administration shall be entirely successful in its good intentions.

Liquidation has gone so far that we know that there is no reason why the present sound business conditions of the United States should not continue. If we do not have a still greater era of prosperity it will be the fault of poor judgment upon the part of those who will take up the reins of government after the fourth day of March, next. So far as the Western States are concerned, I have faith that a season of great prosperity and development is at hand and that we are now entering the period of the greatest progress in the history of the West.



# After the Democratic Hurricane

Men Who Will Make Their First Appearance in

By ROBERT D. HEINL, Washington



JAMES MANAHAN,  
Lawyer,  
Minneapolis, Minn.  
Republican.



EDWARD E. BROWNE,  
Lawyer,  
Waupaca, Wis.  
Republican.



PETER TEN EYCK,  
Electrical Engineer,  
Albany, N. Y.  
Democrat.



A. H. WALTERS,  
Editor,  
Johnstown, Pa.  
Progressive.



PETER G. GERRY,  
Lawyer,  
Providence, R. I.  
Democrat.



WARREN W. BAILEY,  
Editor,  
Johnstown, Pa.  
Democrat.



ARTHUR R. RUFLEY,  
Lawyer,  
Carlisle, Pa.  
Progressive.



LOUIS FITZ HENRY,  
Lawyer,  
Bloomington, Ill.  
Democrat.



WILLIAM L. IGOE,  
Lawyer,  
St. Louis, Mo.  
Democrat.



C. H. DILLON,  
Lawyer,  
Yankton, S. D.  
Republican.



FRED E. LEWIS,  
Lawyer,  
Allentown, Pa.  
Republican.



JOHN M. EVANS,  
Lawyer,  
Missoula, Mont.  
Democrat.



EUGENE E. REED,  
Builder and Contractor,  
Manchester, N. H.  
Democrat.



CHAS. M. BORCHERS,  
Lawyer,  
Decatur, Ill.  
Democrat.



H. W. SUMNERS,  
Lawyer,  
Dallas, Texas.  
Democrat.



L. B. STRINGER,  
Lawyer,  
Lincoln, Ill.  
Democrat.



PENCE E. QUIN,  
Lawyer,  
McComb City, Miss.  
Democrat.



CHAS. W. BELL,  
Real Estate Dealer,  
Pasadena, Cal.  
Progressive.



WILLIAM GORDON,  
Lawyer,  
Cleveland, O.  
Democrat.



FRANKLIN BRACKSON,  
Lawyer,  
Clayton, Delaware.  
Democrat.



CHAS. R. CRISP,  
Lawyer,  
Americus, Ga.  
Democrat.



W. N. CARR,  
Lawyer,  
Uniontown, Pa.  
Democrat.



J. B. THOMPSON,  
Lawyer,  
Paula Valley, Okla.  
Democrat.



W. S. OGLESBY,  
Lawyer,  
Mohagan Heights, N. Y.  
Democrat.



R. T. DANIEL,  
Tulsa, Okla.  
Republican.



JNO. J. EAGAN,  
School teacher,  
Weehawken, N. J.  
Democrat.



DANIEL J. GRIFFIN,  
Lawyer,  
Brooklyn, N. Y.  
Democrat.



AARON S. KREIDER,  
Manufacturer,  
Annville, Pa.  
Republican.



WM. ELZA WILLIAMS,  
Lawyer,  
Pittsfield, Ill.  
Democrat.



GEO. E. GORMAN,  
Lawyer,  
Chicago, Ill.  
Democrat.



SILAS R. BARTON,  
School teacher,  
Grand Island, Neb.  
Republican.



DANIEL E. GARRETT,  
Lawyer,  
Houston, Tex.  
Democrat.



OTIS T. WINGO,  
Lawyer,  
De Queen, Ark.  
Democrat.



FRANK O. SMITH,  
Farmer,  
Dunkirk, Md.  
Democrat.



CLAUDE L. ENGLE,  
Jacksonville, Fla.  
Democrat.



H. SUTHERLAND,  
Business Man,  
Elkins, W. Va.  
Republican.



N. J. SINNOTT,  
Lawyer,  
Portland, Ore.  
Republican.

**P**RESIDENT WILSON'S inauguration day will bring to pass the greatest shakeup which the House of Representatives has experienced in twenty years. Then for the first time will the people realize the extent of the Republican devastation created by the Democratic hurricane. When the extraordinary session of the Sixty-third Congress convenes, there will be 160 bright and shining new faces in the House alone; 104 Democrats and 56 Republicans. The Democrats will have an overwhelming majority of 155 in a body which under the new apportionment has grown to the large number of 435 members.

At least four Representatives, Norris of Nebraska, Hughes of New Jersey, Ollie James of Kentucky, and Ransdell of Louisiana will move up to the Senate. Three more, Sulzer of New York, Cox of Ohio, and Hanna of North Dakota, will close down their schoolboy desks in the

House, and return home as governors of three of the most important States in the Union.

Five of the country's most famous political warriors will retire to private life, Uncle Joe Cannon, who went down with his boots on; Nick Longworth beaten by only 97 votes; McKinley of Illinois, who, too, found the three-cornered fight too much for him; Ebenezer Hill of Connecticut, and Cy Sulloway—the only man who ever attended the sessions of Congress in carpet slippers.

Early returns indicate that two-thirds of the next

House may be composed of lawyers. The Sixty-second Congress boasted of 220 legal lights, but it would not be surprising if the new House would bring forth upward of 300. A preliminary canvass conducted by LESLIE'S shows that out of the total membership of 435 there will certainly be 250 lawyers after March 4th. Farmers and newspaper men will be numerous, with a decided increase of the former. It is doubtful, however, if there will be more than twenty of each of those professions. Out of sixty-two Congressmen-elect, there are thirty-nine lawyers, three newspaper men, four farmers, three manufacturers, two school-teachers, two real estate dealers, two merchants, one electrical engineer, one civil engineer, one train dispatcher, one contractor, one dentist, one capitalist, and one builder. Thirty-seven are college graduates, and twenty-five are not. Harvard leads, with Yale second. Only nine are not married, and

## Why Our Patent System Should Be Preserved

By ERNEST W. BRADFORD, President of the Patent Law Association

EDITOR'S NOTE.—In answer to the question why the Oldfield Bill should not pass, Ernest W. Bradford, president of the Patent Law Association, courteously replied with the following comment. Coming from the head of an organization which is composed of the foremost patent lawyers in the United States it has great significance.



ERNEST W. BRADFORD

more largely than by any of our other laws and the continuation of its advancement and progress likewise depends upon our patent laws more largely than upon any other legislation.

The patent laws of this country have, from the beginning, had for their purpose to encourage the disclosure of invention for the public benefit by promising the inventor for a limited period the exclusive right to the enjoyment of his invention, stipulating at the expiration of said period that said invention should then be added to the public

domain and be free for the enjoyment of all. The patent laws are based upon the fact that every invention belongs to the inventor. It is his own creation and he can retain it within his own possession so long as he refrains from disclosing it to others. By practicing the invention secretly he can maintain the enjoyment of it to his exclusive use and benefit indefinitely. Many conditions may, however, result in the discovery of the invention to others and in its appropriation to their own use. The patent statute, therefore, says to the inventor, "If you will disclose your invention in the public records in such a full and exact manner as to enable others to practice the same you shall have for a period of seventeen years the exclusive enjoyment thereof."

This means the exclusive enjoyment of what is already his own. It does not mean taking from the public domain anything which had before belonged to the public. It does not mean depriving the public of the free use and enjoyment of a single thing which it ever before had the right to freely use and enjoy. The government gives to the inventor absolutely nothing except the means of securing to himself the exclusive enjoyment of his own for a specified period, which enjoyment cannot be so well assured if he depends upon his right to practice the invention secretly. In return for this the inventor dedicates to the public, for all time, the fruits of his creation, the public to take possession at the end of the limited period specified.

This much by way of introduction, because in considering this subject, it is approached by many with quite a

different view, approached with the prejudice that a patent is a monopoly and subject to all the odium popularly attached to monopolistic franchises.

A patent right is not a monopoly within the true definition of the word. It is not an appropriation from the public domain of anything. Every invention is a new creation. It is an addition to the world's knowledge and instrumentalities. It is the sole individual property of the inventor, its creator. The public has absolutely no right in it. In behalf of the public, however, the Government seeks to make a contract with the inventor whereby its citizens shall have the enjoyment of the invention at the end of the brief period of 17 years. The right then is the right to exclude others from using, or appropriating, what is, in the first instance, and continues to be, the inventor's own. It is the inventor that gives all that is given. The public is the real beneficiary. It is because of this, and because the patent laws offer the inducement to the inventor to disclose his invention, that the public has secured the benefits and advantages that have proceeded from the development of the arts and sciences under the stimulating influence of these beneficent laws.

The inventor, instead of being looked upon as a beneficiary of public favor, should, therefore, be looked upon as a public benefactor, as he is in truth.

Our patent laws have rested, from the beginning, upon the principles above outlined and our patent system has operated in a most admirable manner to accomplish in a



# New Faces in the Wilson Congress

the House of Representatives at the Next Session

Correspondent of "Leslie's Weekly"



ROBERT CROSSER,  
Lawyer,  
Cleveland, O.  
Democrat.



EDW. A. MERRITT, Jr.,  
Lawyer and Manufacturer,  
Potsdam, N. Y.  
Republican.



F. O. LINDQUIST,  
Manufacturer,  
Greenville, Mich.  
Republican.



WARREN GARD,  
Lawyer,  
Hamilton, Ohio,  
Democrat.



MILTON W. SHREVE,  
Lawyer,  
Erie, Pa.,  
Republican.



CHARLES LIEB,  
Manufacturer,  
Rockport, Ind.,  
Democrat.



FRED A. BRITTEN,  
Contractor,  
9th District, Ill.,  
Republican.



EMMETT WILSON,  
Lawyer,  
Pensacola, Florida,  
Democrat.



ROY O. WOODRUFF,  
Dentist,  
Bay City, Mich.,  
Progressive.



HENRY BRUCKNER,  
Manufacturer,  
New York City,  
Democrat.



S. A. HOXWORTH,  
Farmer,  
Rapatee, Ill.  
Democrat.



GEORGE M. YOUNG,  
Lawyer,  
Valley City, N. D.,  
Progressive.



EDMUND PLATT,  
Editor,  
Poughkeepsie, N. Y.,  
Republican.



FRANK T. O'HAIR,  
Lawyer,  
Paris, Ill.,  
Democrat.



WM. H. HINEBAUGH,  
Lawyer,  
Ottawa, Ill.,  
Progressive.



A. R. BRODBECK,  
Lawyer,  
Hanover, Pa.,  
Democrat.



ALLAN B. WALSH,  
Trenton, N. J.,  
Democrat.



C. F. CURRY,  
Jeweler,  
Sacramento, Calif.,  
Republican.



M. CLYDE KELLEY,  
Publisher,  
Bradford, Pa.,  
Republican.



PERL D. DECKER,  
Joplin, Mo.,  
Democrat.



LATHROP BROWN,  
Real Estate Dealer,  
New York,  
Democrat.



R. G. BREMNER,  
Editor,  
Passaic, N. J.,  
Democrat.



JOHN R. CLANCY,  
Manufacturer,  
Syracuse, N. Y.,  
Democrat.



W. N. BALTZ,  
Farmer,  
Millstadt, Ill.,  
Democrat.



HORACE W. VAUGHAN,  
Lawyer,  
Texarkana, Tex.,  
Democrat.



CLAUDE WEAVER,  
Lawyer,  
Oklahoma City,  
Democrat.



JAMES S. PARKER,  
Farmer,  
Salem, N. Y.,  
Republican.



ROBERT H. GITTINS,  
Lawyer,  
Niagara Falls, N. Y.,  
Democrat.



FOREST GOODWIN,  
Lawyer,  
Skowhegan, Maine,  
Republican.



Geo. W. EDMONDS,  
Coal Merchant,  
Philadelphia, Pa.,  
Republican.



SAMUEL E. WINSLOW,  
Manufacturer,  
Worcester, Mass.,  
Republican.



HUNTER H. MOSS, JR.,  
Lawyer,  
Parkersburg, W. Va.,  
Republican.



FRANK L. DERSHAM,  
Traveling Salesman,  
Lewisburg, Pa.,  
Democrat.



LOUIS C. CRAMPTON,  
Editor,  
Lapeer, Mich.,  
Republican.



JOHN JACOB ROGERS,  
Lawyer,  
Lowell, Mass.,  
Democrat.



THOMAS C. THATCHER,  
Trustee and Farmer,  
Boston, Mass.,  
Democrat.



STANLEY E. BOWDLE,  
Machinist,  
Cincinnati, Ohio,  
Democrat.

one wrote, "he wished he was."

Probably the most conspicuous new member-elect and one the public has heard the least about is Judge Frank T. O'Hair of Illinois, the Democratic candidate who bested Uncle Joe. From political obscurity to political fame almost in a night was his experience. It is a fact that Judge O'Hair was not anxious to make the race. He was a hard-working and prosperous attorney-at-law who had as much as he could do taking care of his personal interests. As a trial lawyer it is said that he has few superiors in the middle West. Every Democratic paper in the district as well as prominent individuals, especially in his home town, Paris, petitioned him to become a candidate for the nomination before the primaries. He refused, but they placed his name on the ticket anyway. He was nominated. After that he went in to win.

He is only forty-two years old and a story which throws an interesting sidelight on his character is this one. Judge O'Hair was graduated from De Pauw University at Greencastle. During one of the final examinations there sat near him a young lady of whom he thought a great deal, and she was a little shy on examination day information. Frank O'Hair helped her out. Unfortunately he was discovered, and a demand was made upon him that he should state the facts about it or the president of the university would withhold from him his diploma. O'Hair fired up

and told the professor that he could go straight to a certain place so far as he was concerned, that he did not care a whoop whether he ever received his diploma or not, and that they could get no evidence from him.

The result is that he is a graduate of De Pauw without a diploma.

The new members of the House, salary \$7,500 per annum, and mileage of 20 cents per mile each way, will not begin drawing their pay until March 4. Neither will they be allowed to use their franking privilege until that time. Representative Isaac Sherwood, of Ohio, who was born in 1835, will continue to be the oldest member. Champ Clark will undoubtedly be obliged to retain the speakership, though he would be a valuable cabinet member and could have anything he asked for, as could Oscar W. Underwood, the astute Southern representative who will again be chairman of the Ways and Means Committee.

wonderful degree the purposes for which it was designed.

The whole animus of the Oldfield bill is to take from the inventor so far as possible the benefits and advantages of his invention, restrict and limit rights under his patents, and give to him, or his assignee, as little in return as possible. In many instances, all he would get would be the privilege of a lawsuit at the very outset to determine what measure of reward he should receive for his invention. In other words, Mr. Oldfield, and those responsible with him for his "trust-busting" bill, propose to throw around the enjoyment of the patent franchise such limitations, restrictions and conditions as to make the franchise of doubtful value, and in many cases, of no value whatever. Said bill provides

"First. Compulsory license at any time after three years from the date of filing of application against anyone who has procured or purchased a patent and has 'withheld or suppressed' it with the purpose or result of preventing competition. The determination of the question is to be by a court of equity which is also to determine the duration of the license, amount of royalty, etc.

Second. Restricts the remedy of the owner of a patent for a breach of contract or license respecting rights under the patent to a suit upon the contract or license. That is, it takes away the existing remedy of a suit in equity for infringement in such cases and leaves only the remedy of a civil suit on each contract, which ordinarily must be brought in a state court.

Third. A series of elaborate provisions having for their purpose to make unlawful under an amended Sherman Act with reference to patent property only, acts and contracts which would remain lawful with regard to all other classes of property. Provides that any relation, immediate or remote, of the patentee with any person or combination charged with or actually operating in restraint of trade may forfeit the patent or be a sufficient defense for any infringer.

The bill also incidentally proposes to limit the life of a patent to nineteen years from the date of filing and requires a patentee not domiciled within the United States to name a domicile for the purpose of service.

During the present Congress about seventy-five bills have been introduced proposing to amend the patent laws. The "Oldfield Revision" bill was introduced in April and during the month of May some twenty-seven public hearings were had at which nearly fifty gentlemen presented

their views and arguments relative to said bill, chiefly showing reasons why it should not be passed. Of the entire number but two favored the bill and those gentlemen with qualifications. The Committee by their report No. 1161, canceled the entire original bill and substituted a new bill on which no hearings whatever were had before the Patent Committee. The substitute, while embodying some provisions of the original bill, is directed chiefly to amend the Sherman Act, so as to single out patent property for certain limitations and restrictions in its enjoyment not applicable to other property. While no hearings were had upon the substitute bill before the Patent Committee another bill, embodying similar provisions of general application, was considered by the House Judiciary Committee earlier in the session and after elaborate hearings, failed to obtain a favorable report from said Committee. The Oldfield substitute bill is so closely patterned after the other bill referred to, known as the La Follette-Lenroot-Brandeis bill, for amending the Sherman Act, and the report of the Committee in many places is so clearly based upon the hearings before the Judiciary Committee, that the purpose of the Oldfield substitute becomes apparent, the same being to secure through the Patent Committee a report favoring legislation which did not appeal to the Judiciary Committee with sufficient force to secure a favorable report, engrafting such amendments upon the patent laws because their provisions as applied to patent property are sufficient to reach the purposes of the authors of the La Follette-Lenroot-Brandeis bill, which purpose was to reach a certain combination, the owner of a large number of patents and not only wrest from said combination the exclusive enjoyment of its rights under said patents, but enable another combination to enjoy such rights for its own benefits and purposes without hindrance from the other. The per-

sonal character of the fight and the personal animus behind the whole proposition became so clearly apparent at the hearings before the Judiciary Committee that it evidently influenced that committee to disregard the appeal for a favorable report, when the influences behind the proposed legislation turned to the Patent Committee, seeking to use it as the vehicle for the accomplishment of their purposes.

While I am willing to admit that there are some abuses of the patent franchise, I have always contended, and still contend, that they cannot be reached and corrected under the present laws. The recent decision of the Supreme Court in the "Bath-tub" case holds, as many of the members of our Association have always contended, that patent property is not exempt from the provisions and regulations of the general laws of the land.

So far as shown by the record of the hearings on the original bill there is no public demand for the proposed legislation and no justification for the report of the Committee. On the contrary, the testimony clearly shows that in the opinion of the vast majority of those heard, such legislation is not only undesirable but inimical to the public interest. Surely a proposition to amend the patent law, to secure an amendment to the Sherman Act, and thereby single out a certain class of property for limitation and destruction without opportunity for hearings, should not merit the approval of fair-minded men. This is particularly true when the far-reaching importance of the subject to the country, and the great value of the property affected, is considered.

LESLIE'S is to be congratulated on taking up this subject and in behalf of giving the public correct information on this subject in order that it may be informed as to where its interests lie, and in what manner they will be best served.



# The Assault Upon the Patent System

By CARLTON T. COBB, JR.

"HAS the United States outgrown its patent laws?" I put this question to Gilbert H. Montague, a New York lawyer, whose familiarity with trust and corporate legislation, and whose recent articles in some of the leading legal reviews on the relations of the anti-trust laws and the patent laws and recent decisions of the Supreme Court under these laws, entitles him to speak with authority upon the subject.

"That question," said Mr. Montague, "I have several times answered with this parable: If everybody owning a piece of land were allowed by law just seventeen years, within which to use it or disuse it or deal with it as he chose, and at the expiration of that time were obliged to let the public use it without any restriction whatever, Utopia would be completely realized. Suppose, in that millennium, some one should arise and say that seventeen years was too long a time for the public to wait, and suggest that unless the man had cleared his land with his own hands he should be compelled within three years to improve it at his own expense, or let anyone else use it upon paying a sum which a court might guess was just. Wouldn't such a suggestion be denounced as unreasonable, even in Utopia?"

"If the words 'property in invention' be substituted for 'piece of land' in this supposition," added Mr. Montague, "the Utopia imagined would be exactly like the present state of the law regarding patents; and the suggestion which sounded so unreasonable, even in Utopia, would be precisely what Congressman Oldfield and the Patent Committee are trying to do in Congress."

But even this description of the Oldfield bill insufficiently states its radical features.

Three revolutionary measures are contained in the Oldfield bill now before Congress, any one of which would demoralize every manufacturing enterprise in the United States in any way dependent upon patents.

First: The Oldfield bill proposes that if any applicant shall establish in a Federal District court that a patent owner who has purchased a patented invention from the original inventor is withholding it "with the result of preventing any other person from using the patented process" more than three years after the patent is issued, the court shall order the patent owner to grant to the applicant a license to use the invention upon such terms of royalty as the court "deems just."

Let H. Ward Leonard, one of the best known independent inventors of the country, a former associate of Thomas A. Edison, and one of the officers of the Inventors' Guild, whose list of members reads like an honor roll of American inventors, tell what this means: "Suppose," says he, "that I have an American patent and I am obliged to manufacture it after three or four years or be

subject to the compulsory license feature. We will suppose it is an electric locomotive, a large affair, that I have not the capital to handle and we will suppose, as would be quite evident, that I take that away to one of these large corporations. I say, 'Here is a patent which has some good claims in it.' They will say, 'We do not want that at present. It is ahead of time, and if we do buy it it would be merely with the idea of guarding against the future. It is of little value anyhow, because it will not be reached in three or four years; that is quite clear, and unless we manufacture it in three or four years, which we probably will not, the result will be that we will be forced by this act to grant a license to some one else.'"

How would the terms of royalty for such a license be fixed by the court?

"Everyone realizes," says Mr. Leonard, "that is familiar with the past history of the invention, for example, of the wireless telegraph or of the incandescent lamp, the telephone, or any other important invention, that had the terms of royalty been fixed, we will say, in the first years of the life of that patent, it would almost certainly have been inequitable." The burden of litigation involved in this proposal would necessarily give the large corporations the greatest advantage over ordinary patent owners.

How would the court, having fixed the royalty for the first applicant, determine the royalty for the second, third and fourth applicants? What would prevent all the applicants spoiling the market of the patented invention for the patent owner, for themselves, and for each other? Is it desirable that the seventy-two Federal District courts of the country should act as condemnation courts in respect to every kind of patent, from collar-buttons and tooth-brushes to steam-ships and wireless telegraphy? Shall every field of commerce be thus swept out of the jurisdiction of the State courts and into the jurisdiction of the Federal courts? No answer has been or can be given to this question by the supporters of the Oldfield bill. The excuse frequently offered for this universal proscription of patents is that patents are sometimes "suppressed."

Thomas A. Edison has time and again declared that he never knew of a valuable invention being suppressed. For twenty-seven days last spring in Congress the House Committee on Patents took testimony upon the Oldfield bill, and not a single case of "suppression" was cited. Almost unanimously the witnesses emphatically opposed the bill with conclusive proofs that its proposals were unwise. Cases are frequent, of course, where concerns manufacturing under a patent have invented and patented an improvement, and then have ceased manufacturing under the old patent, and have manufactured only under the new patent. Everyone knows that inventions which

careful experimentation and trial have proved to be inferior are often rejected in favor of inventions that accomplish the same purpose more satisfactorily. The modern manufacturer collects patents from everywhere, carefully compares them, thoroughly tries them out, rejects the unpromising, develops the more promising, and finally, out of all his expenditure and trouble and his entire collection of patents produces a mechanically perfect and commercially practicable result. Self-interest impels him to use the invention that works best.

If the small independent manufacturer could always be compelled to license his big competitors to manufacture all the second and third best inventions that he has acquired, tested and laid aside in favor of his best invention, his big competitors, with their superior advantages of capital and selling organization, could soon crowd the smaller manufacturer, even with his superior invention, completely off the market. Instead of preventing "suppression" of inventions, the Oldfield bill would virtually facilitate it.

Second: The Oldfield bill proposes that no suit for infringement can be brought for the violation of any license restriction under which any patented article is sold or licensed. This means that if the patent owner imposes any conditions whatsoever upon the sale or use of his patented article; if, for instance, he disposes of a license to use the patented device upon condition that the licensee use it only in certain territory, or in certain classes of business, so that the patent owner may dispose of another license to another licensee upon condition that it be used in other territory, or in another class of business; or if the patent owner disposes of a license to a licensee upon the condition that it be used only with certain supplies particularly adapted to it, or certain machines that exactly complement it, or certain materials that have been agreed upon as the measure of royalty to be paid for the use of the invention; or if the patent owner and the licensee join in any of these license restrictions—all of which have been ordinary customs for generations—the licensee, nevertheless, may promptly and deliberately violate any or all of them, and the patent owner cannot sue for infringement. The chief sponsor for this measure before the Patent Committee was a lawyer whose client had often been successfully prosecuted for violating license restrictions subject to which it had acquired patented goods. Is it for such as these that the patent laws shall be revolutionized?

Third: The Oldfield bill proposes that whenever any patent owner has been used in connection with any combination in restraint of trade, the patent may be condemned and forfeited, and "such restraint shall be conclusively deemed to have been or to be unreasonable" and in

(Continued on page 22.)

## Invention, Wages, and the Cost of Living

By MORTON MARION

IN 1850 our national wealth was \$7,135,780,000—somewhat less than \$308 per capita of population. In 1904 our national wealth was \$107,104,211,217—somewhat over \$1,318 per capita of population. Today our national wealth is estimated at about \$130,000,000,000. These figures are too great to be comprehended. Some conception of the amount of our national wealth, however, may be derived from the fact that it is reckoned to be 63 per cent. greater than the wealth of Great Britain and Ireland; 100 per cent. greater than that of France; 117 per cent. greater than that of Germany; and 225 per cent. greater than that of Russia.

What has created this enormous wealth? Agriculture, in spite of its prominence, cannot claim the chief credit. In 1850 the entire wheat crop of the United States was estimated at 100,485,944 bushels. In 1904 it was estimated at 552,399,517 bushels—an increase of scarcely four and a half times; while the total wealth of the country had increased nearly fifteen times. Over the same period the corn crop increased even less than the wheat crop, and the cotton crop increased in scarcely greater degree. The greatest advance since 1850 has occurred in the manufacturing trades, and in the industries directly contributory to manufactures. In 1850 the total manufactures of all kinds produced in the United States amounted to \$1,019,106,616. In 1910 the total manufactures reached the enormous value of \$20,672,051,870—an increase of nearly nineteen times.

During the same years the manufactures of cotton increased from \$61,869,184 to \$628,391,813—an increase of over nine times; the manufactures of wool increased from \$48,608,779 to \$507,166,710—an increase of about nine and one-half times; the manufactures of silk increased from \$1,809,476 to \$196,911,677—an increase of nearly 110 times; the manufactures of iron and steel from a scant thirteen million dollars increased to \$1,377,151,817—an increase of over one hundred and five times; the production of coal increased from 6,266,233 tons to 447,853,909 tons—an increase of nearly seventy-five times; the production of pig iron increased from 563,755 tons to 27,303,567 tons—an increase of nearly forty-eight times; and the production of steel from virtually nothing rose to 26,094,919 tons. The exports over the same period tell the same story.

In 1850 the total exports of the United States amounted to \$144,375,726—about \$6.23 per capita of population. In 1911 the total exports of the United States amounted to \$2,049,320,199—about \$21.15 per capita of population. Compare now the increase in the exports of food stuffs and the increase in the exports of manufactures. In

1850 the exports of food stuffs amounted to \$27,552,926. In 1911 the exports of food stuffs amounted to \$385,418,436. The increase was less than fourteen times. In 1850 the exports of manufactures amounted to \$23,223,106—about 84 per cent. of the value of the food stuffs exported in that year. In 1911, however, the exports of manufactures amounted to the enormous total of \$907,519,841—about 236 per cent. of the value of the food stuffs exported in the same year. The increase in the exports of manufactures during these years was over thirty-eight times—nearly three times the rate of increase in the exports of food stuffs during the same period. These dazzling figures, surpassing in magnitude the power of human minds to grasp, demonstrate one tremendous fact:

The causes, whatever they may be, that have developed and are developing our manufactures so marvelously are the chief agencies in our national prosperity. What are these causes? The amount of wealth which the individual produces is the surplus that his labor produces over and above the cost of his materials. Apply this test to manufactures: In 1850 the manufacturing industries of the United States produced out of materials costing \$555,123,822, products valued at approximately \$1,019,106,616. The wealth actually created by manufacturing industries in that year amounted to \$463,982,794. In 1910 the manufacturing industries of the United States produced out of materials costing \$12,141,790, 878 products valued at \$20,672,051,870. The wealth actually created by manufacturing industries in the United States in that year amounted to \$8,530,260,992.

Some idea of how enormous is this addition to our national wealth, made in the single year of 1910 by the manufacturing industries of the United States, may be gleaned from the fact that it exceeds by nearly 20 per cent. the entire wealth of the whole United States in 1850. Commenting on this enormous prosperity, Professor John B. Clark of Columbia University recently declared:

It has been due to two causes, acting together; and both of them must continue to act, if we are destined to escape disaster. The first is production on a vast scale, carrying with it a corresponding increase of efficiency; and the second is improvement in productive method—the brilliant succession of mechanical inventions and other devices which, in every field of industry, have accomplished again and again what is called "making two blades of grass grow where one grew before." In manufacture, in transporting, and in agriculture itself, we have multiplied and again multiplied by a surprisingly large factor the product of human labor.

Here then is the secret of our astounding national wealth: "The brilliant succession of mechanical inventions," which has made every field of manufacturing industries bloom and ripen during the past sixty years. Let us not

think of this extraordinary prosperity as redounding to the benefit of Big Business. The official figures show that the wage-earners and the proprietors of small businesses have been the largest beneficiaries. In 1850 there were 957,059 employees in the manufacturing industries of the United States; and they received wages amounting to \$236,755,464. In 1910 there were 6,615,046 employees engaged in manufacturing; and they received wages amounting to \$3,427,037,884. While the number of wage-earners had increased less than six times, the wages paid had increased nearly fourteen times. The developments of the last few years, contrary to the ordinary impression, have increased rather than diminished this participation of wage-earners and the proprietors of small businesses in the prosperity for which the manufacturing industries of the United States have been distinguished.

During the five years ending in 1904 the number of manufacturing establishments in the United States increased from 207,514 to 216,180—an increase of about 4 per cent. During the same period the number of wage-earners increased from 5,076,883 to 6,213,612—an increase of 22 per cent. Over the same years the amount of wages paid in these establishments increased from \$2,389,132,000 to \$3,184,884,000—an increase of 35 per cent. During the five years ending in 1909, the number of manufacturing establishments in the United States increased from 216,180 to 268,491—an increase of over 24 per cent. During the same period the number of wage earners increased from 6,213,612 to 7,678,578—an increase of about 23 per cent. Over the same years the amount of wages paid in these establishments increased from \$3,184,884,000 to \$4,365,613,000—an increase of nearly 38 per cent. More convincing proof could not be asked for the proposition that mechanical progress and inventions benefit pre-eminently the wage-earners and ordinary sized business proprietors. The bearing of all this upon the ever-pressing problem of the cost of living is beginning to be realized. Again Professor Clark says:

With the world crowding itself more and more densely with people, the art of extracting a living from it must be practiced more and more effectively. We must invent new machinery, discover new raw materials, use new materials. Otherwise humanity will grow poorer with every passing decade.

Agriculture underlies and determines every factor in the cost of living. The primary cause of the high cost of living is the pressure of our ever increasing population upon the agricultural resources of our country. How great this pressure has been in recent years in the United States may

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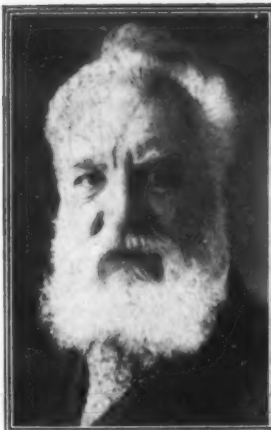
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# People Talked About



**DR. A. GRAHAM BELL,**  
The inventor of the telephone as he is to-day. Dr. Bell lives in Washington and is now 65 years old and at his desk every working day. His great invention has undergone little change since the time of its invention. Dr. Bell practically completed the instrument at the time he invented it.



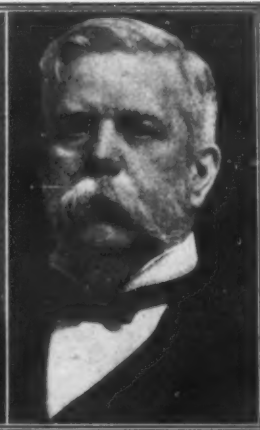
**DR. C. P. STEINMETZ,**  
A noted inventor and celebrated electrician. Dr. Steinmetz was born in Germany, where he studied extensively, taking various degrees there. He has also been awarded degrees in this country. He is the author of profound works dealing with electrical subjects.



**EMILE BERLINER,**  
Who invented the gramophone. He was born in Germany, but came to this country when 19 years old. He lives in Washington, D. C. He also invented the loose contact telephone transmitter or microphone. Mr. Berliner was the first to use an induction coil in connection with telephone transmitters. He is the patentee of other valuable inventions.



**JOHN P. BUCKLEY,**  
The United States Treasury employee who has invented a paper money counting machine. Mr. Buckley seems to be among the first to have accomplished satisfactory results along this line. The best human counter can count only \$12,000 a day, but this machine can count \$35,000.



**GEORGE WESTINGHOUSE,**  
The noted American inventor and manufacturer, who began his inventive career at the age of 15 when he perfected and patented a rotary engine. His earlier patents were mostly for railroad uses. He later took up and devoted his energies to electrical engineering and manufacture.



**J. VAN VECHTEN OLCOTT,**  
Former Congressman from New York City, who is leading in a movement to bring about reorganization of the Republican Party on a basis that would end all factional differences.



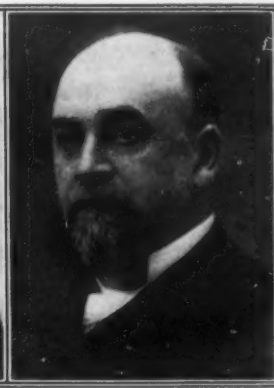
**KIRTLAND I. PERKY,**  
Who was selected by the Governor of Idaho to succeed the late United States Senator Heyburn. He was sworn in on Dec. 3, with the other new Senator from his State.



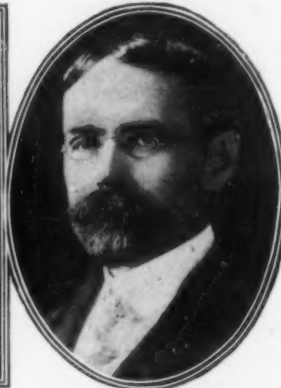
**CAPT. ASHER C. BAKER,**  
U. S. N., retired, who has been appointed director of exhibits of the Panama Pacific International Exposition of 1915 in San Francisco. Capt. Baker has had unusual experience in various expositions.



**JOHN V. DITTMORE,**  
A director of the Christian Science Church and a wide-awake man of business. The directors constitute a shrewd and able an executive body as any large corporation can boast of.



**BISHOP E. R. HENDRIX,**  
Of Kansas City, Mo., who presided over the first quadrennial convention at Chicago recently, of the Federal Council, Churches of Christ in America, representing 32 denominations.



**WALTER F. FREAR,**  
Governor of Hawaii, who has been reappointed by President Taft. Charges were preferred against the Governor but Secretary of the Interior Fisher found them unsustained.



**MRS. M. Z. WITCHER,**  
Of Salt Lake City, Utah, one of the Taft electors chosen from her state. The plan has been suggested to have Utah's four electoral votes cast for Mrs. Witcher for Vice-President.



**MRS. CARL S. BENCHE**  
Postmistress at Jolo, Philippine Islands, the most southern postoffice in Uncle Sam's domains. It is only 5 degrees north of the equator. Mrs. Benche is a Kansas woman.



**HIKERS HALT IN A PERILOUS SPOT.**  
L Troop, Eighth Cavalry, U. S. A., in the crater of Taal volcano, near Rizal, P. I. 40 years ago the volcano wiped out the City of Taal and several small villages. Last January it erupted again, throwing ashes and rock for 15 miles. Fort McGrath, where the Eighth Cavalry was then stationed, was covered with cinders and shaken up by earthquakes. Steam, hot sulphur water and smoke are continually rising from the crater, but this did not deter the troop, which was on a practice march, from daring to enter it.



**AINO MALMBERG,**  
Of Helsingfors, Finland, who recently came to this country to testify to the success of equal suffrage in Finland. She took an active part against Russian oppression.



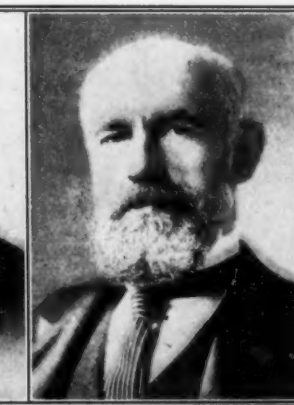
**MME. RIFAAT,**  
Wife of a former Turkish Ambassador to Great Britain, and founder of the Red Crescent, which has been doing much for sick and wounded Turkish soldiers during the war in Turkey.



**CHIN-TAO CHEN,**  
Ex-minister of finance of the Chinese Government and delegate to the recent International Congress of Chambers of Commerce.



**GEORGE A. DORSEY,**  
Curator of the Department of Anthropology, Field Museum, Chicago, who presided at one of the sessions of the Chinese Conference.



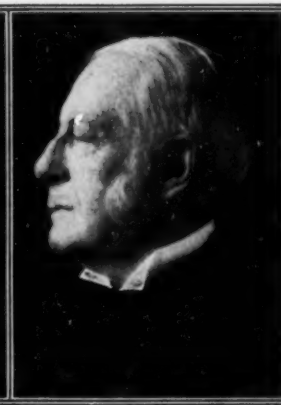
**G. STANLEY HALL,**  
President of Clark University, Worcester, Mass., widely known as an educator and author.



**GEORGE H. BLAKESLEE,**  
Professor of History in Clark University and organizer of the Chinese Conference.



**C. C. WANG,**  
Associate director of the Peking-Mukden Railway, and a delegate to the International Congress of Chambers of Commerce.



**CHARLES W. ELIOT,**  
President emeritus of Harvard University, who presided at one of the sessions and at another made a notable address.

## MEN WHO ARE INTERESTED IN THE PROGRESS OF CHINA.

Some of the prominent figures in the recent Conference held at Clark University, Worcester, Mass., on recent developments in China. Many prominent men were present, both from this country and China, and addresses of interest and value were made on almost every imaginable phase of the situation in China.



# Let Buyers Beware—Need of a One-price System

By WILLIAM H. INGERSOLL

**EDITOR'S NOTE:**—The purchasing public, together with all manufacturers of trade-marked goods, suffer from deceptive price cutting. There is practiced a system of price-manipulation, comparable to "wash sales" on the stock exchange, which causes dealers to drop the sale of products made unprofitable by ulterior "bargain" offers, and renders it impossible for the public to buy well-known goods, giving the advantage of the market to unknown wares carrying bigger profits. Wide interest will be created by Mr. Ingersoll's advocacy, in the appended article, of the extension of price regulation so as to embrace trade-marked articles, and by his revelations regarding price-cutting and bargain-counter sales.

**T**HAT streak of cupidity that runs through so many of us plays us strange pranks and leads us as a people into interesting contradictions. How we love a bargain! Something-for-nothing is a bit too much of a strain on the credulity of this age, but something-for-less-than-it-is-worth—what an acceptable substitute! And so, as we peruse our daily paper we are confronted with page after page of merchandise of every kind and description so under-priced that we experience a sickening sense of having overpaid if perchance we have spent a dollar for anything during the month.

The situation would be humorous if it didn't touch so intimately the lives and businesses of all of us and if it didn't go deep into the industrial health of the country. But when we come to look behind the scenes and understand the real nature of what is going on, we perceive that it goes right back to the same old problems in unfair trading, unfair competition and trade restraint with which we, as a nation, have been trying to cope in other fields. The issue is shifting to the retail market and a step nearer the consumer—but at heart it is the identical issue of fair play (and nothing else) for the little man in competition with the moneyed corporation and a fair deal for the uninformed public when trading with adepts in the art of exploiting merchandise.

Let no one suppose that conditions are fundamentally worse than they have been. It is rather that our standards have improved so that we recognize as unjust and intolerable the meannesses and tricks of trade that once were universal. It is also that the abuses are being driven nearer the surface where they are more readily discerned. The modern methods of attracting trade and the larger scale on which business is transacted make the practices more apparent.

As an instance of precisely the sort of thing contemplated in the foregoing, a reference to a New York evening paper of November 18, 1912, and a St. Louis paper of November 19, 1912, will make clear. These are cited solely because they chanced to be the only papers at hand as this article was written, and they suffice to show the overwhelming prevalence of practices so close to us that we fail to realize their meaning. Here are set down just a small fraction of the attractions quoted in a small fraction of the advertisements appearing in single issues of these two publications:

\$30 and \$35 overcoats.....	\$22.50
\$12 and \$15 men's smoking jackets.....	7.95
\$5 fruit bowls.....	2.95
\$1.50 orange spoons.....	.98
\$3 to \$4 fancy engraved bread trays.....	1.95
\$3 carving sets, 3 pieces.....	1.95
\$27.50 to \$40.00 afternoon dresses.....	15.00
\$50 to \$150 afternoon coats.....	25.00 to 75.00
\$35 overcoats, made to order.....	15.00
Silk and serge dresses worth up to \$15.....	5.95
38c. and 60c. scarfs.....	.21
\$3.50 to \$5 shoes.....	1.95
\$15 lace bed sets.....	8.00
\$1.35 to \$1.60 inlaid linoleum.....	.95 yd.
\$39 brass bed.....	24.95
\$600 player piano.....	395.00
\$25 gold watch.....	15.00
50c. dress goods.....	.25
\$25 to \$35 sewing machines.....	14.85
\$3.50 hats.....	2.80
\$3.50 undersuits.....	2.80

At least ten times as many similar quotations could be cited from these papers and they are but two out of a score of papers issued the same day in these cities alone. When we consider all of the other papers in all of the other cities appearing day in and day out the year around and carrying pretty much the same run of advertising we appreciate what an avalanche of "bargains" is being perpetually hurled upon the American public. If we suppose for a moment that the representations are true and that such a volume of legitimate merchandise is really sacrificed to the public at a third less than its worth, we can hardly escape the conclusion that society is footing the loss in the form of underpaid wage earners, business failures and consequent repressed general business prosperity. As a matter of fact the representations are for the most part untrue and the people are not getting the values they like to believe they are getting when they try to buy goods for less than they ought to bring. Some of the "bargains" that are landed on the people will show how much better we would fare if we were satisfied with our money's worth.

A Springfield (Mass.) department store advertised last spring a sale of diamond rings, "worth \$10," at \$3.00. One of the rings was purchased and a quotation secured from a wholesale jewelry house. It was found to be a single cut stone, and any dealer could buy the rings at \$21 a dozen, or \$1.75 each. The ordinary retail price in any store selling such rings would be about \$2.75. Purchasers were not only deceived as to the worth of what they bought, but they overpaid for something they wouldn't have bought had they known the truth. A chain of ultra-respectable men's furnishing stores in New York held a regular "clearing sale," last summer. Silk hose were among featured items. The customary price for men's pure silk half-hose is 50c. a pair. This sale offered silk half-hose at 29c., and from the announcements one would conclude they were great bargains at the price. Investigation showed the goods to be merely silk-faced and to contain about 18 cents' worth of silk to the dozen pairs. The same goods were being sold regularly by small haberdashers at 25 cents. Yet thousands of men walked away from the counters with these 29c. bargains, convinced that they were profiting by somebody's loss. A system of drug stores held a sensational sale of scissors last summer at 39c. It is credibly reported that they sold 4,000

pairs in one day. They were a grade that wholesale for about \$21 a gross or 14c. a pair, and could be bought in any hardware store for 25c. at most. The purchasers paid \$560 more for the day's supply than if they had bought them in the ordinary way.

Genuine bargains are sometimes sprinkled in, however, but usually with an ulterior purpose. A frequent practice followed by large concerns is to take standard goods which are known by name and trade-mark to the public and offer them at an actual loss. Sometimes the goods are really delivered to all who call for them and again only a few of the advertised wares are actually sold. The scheme is to select a few articles which everybody knows to be reliable and to be worth a certain amount, and announce them at astounding reductions. In the same advertisement will be included many other so-called reductions on goods which the people do not know and on which a large profit is made. The inference to be drawn by the uninitiated purchaser, however, is that since the articles of known worth are sold so wonderfully cheap, the company which can deliver such values must be similarly below the market on its other merchandise. One New York establishment makes it a standing rule to discharge a clerk who sells more than one advertised "leader" a day. The customers must be "switched" to "something better," that is, something better from the standpoint of the cash drawer.

Very small stocks of these standard goods will suffice for very elaborate "special sales." Oftentimes the customer who arrives after ten o'clock in the morning finds the thing for which he came "entirely sold out," but there is never a lack of something else to offer in its place,—something which it is very much more to the interest of the house to sell and proportionately less to the customer to buy. A Chicago department store is said to have made it a continuous policy to maintain a trifling stock of well-known goods marked and advertised at impossible prices, but it was almost as impossible for a customer to overcome the importunities of the salespeople to take a substitute instead, as it would have been for the store to survive if it sold only these "decoy" bargains. Interesting as it may be to peek into the tricks of the merchandizing world, it behooves us infinitely more as enlightened citizens to think of the full effects of what we observe.

What we see, reduced to its simplest terms, is honest business subjected to unfair competition and straightforward methods rendered difficult. We see the great stores employing their resources to indulge in practices which oppress their smaller rivals and deceive the public. These practices take two principal forms; that is, plain misrepresentation as to the values of unknown goods fortified with wide publicity and the selling, at a loss, of merchandise singled out because of its known worth and popular demand. Do we not here recognize the familiar device of those well-heeled financially, to freeze out their smaller rivals by taking losses which the small man cannot stand and which inevitably have to be recouped in ways deleterious to the public interest? We must restore equality of opportunity for great and small alike by adopting measures that will prevent either from resorting to these wrongful practices. It is a simple matter of right and wrong. We all suffer in far-reaching and unconsidered ways as a penalty for tolerating injustice. If we establish fair dealing and penalize abuses all will have that equal chance which it is the intention of America to grant to its citizens. But as long as misrepresentation and deceptive price-cutting are permitted, they will be employed by those who have the money to buy advertisements in the city newspapers and to quote reputable goods at a loss. It opens the way to the big man to stifle his smaller brother.

Let it be clearly understood that we have no quarrel with the proper uses of any natural advantages with which the large establishment is endowed by its size for superior service to the public, but let it rely upon those advantages, the existence of which, however, we will be compelled to question until such stores themselves are willing to rely upon them for supremacy instead of upon commercial mal-practice. Let them advertise as extensively as they will, but compel them to adhere to the truth.

Now let us just take a glance at some other resulting conditions from which the public suffers through the abuses we have under consideration. The tendency is, through the influences improperly exerted upon the people, for city business to become concentrated in a few big stores and in the chain store systems; but the country surrounding each city is likewise drawn upon. The newspapers circulate in all directions and the small town folks become dissatisfied to trade at home. It is nothing to raise the point that trade naturally goes to the largest market. Again, our protest is not against the operation of natural law but against the artificial and dishonest acceleration by means of enticing offers and sleight-of-hand bargains. The little merchants in the big city and all the merchants in the smaller cities have no means of combatting these handicaps. Their customers have been deceived into distrusting their ability to deliver values, whereas investigation shows their operating expenses to be in a smaller ratio than that of the great stores. If the concentration of business continues, we will find that the few big stores and the chain store systems will be consolidated, as indeed is already in progress, and we will find ourselves dependent upon those few who control the market.

There is yet another public injury following the abuses

we have reviewed. It is a restraint imposed on the best element among our manufacturing enterprises and a blockade of merchandise that the public should be allowed to get. Supposing you see your favorite brand of coffee, breakfast food, bacon, candy or the toilet soap or shaving soap that you prefer, or the hat, collar or shoes that you like to wear, or the watch or silverware that stands for the best to you,—suppose you see them advertised at prices radically below what you customarily have paid, what happens? First, the value of the goods is instantly depreciated in your mind. You will never be satisfied to pay the former price again. You think "what an exorbitant profit there must ordinarily be in those goods when they can be had through this source at so much less." You resent the charges that you have paid in the past. How are you to know that the store is deliberately quoting the goods at a loss with the idea, not of selling them, but of drawing you to buy something else?

You cannot see that a great wrong is being done the makers of those goods, yet as cruel an act of confiscation has been committed as could have been done in times of outlawry. For not only has the worth of the products been unjustly depreciated in the public mind, but also the market for them has been taken away at the same time, and the means of getting these products has been taken away from the people. Under the most charitable possible construction that can be placed upon such proceedings, we see that possibly a few people get goods for less than they are worth at the cost of preventing the general public from getting them at all thereafter.

These things are true for the following reasons: When the goods are advertised by one house at prices which afford no profit, it makes it impossible for anybody to sell them at a profit. Naturally then all the other dealers in the town stop selling the goods. Nobody can afford to handle them and the maker's business is gone. At the rate news travels these days, and considering that the process is repeated in every important business center, it does not require much imagination to see what a restraint is put upon industry and what a shabby reward is offered to the makers of these products of known worth for the skill, integrity and enterprise they have put into their businesses. Most important of all, the public is prevented from enjoying these reputable products because nobody sells them. And what better outcome could be expected from the policy of the price-cutter, conceived in duplicity and carried out in cold disregard of the rights of others?

True, it is not often that the program of destruction is carried to utter completion. The manufacturer endeavors to keep his goods out of the hands of those who abuse them. But generally they are sold by many wholesalers from whom the price-cutter buys many other things and who find it all but impossible to deny his demands for these products. Or he induces others to buy for him and it is difficult and expensive to prevent him from getting enough of the merchandise to answer his purposes of advertising. In reality, most of the large nationally known products suffer and are retarded by abusive price-cutting as injurious to the people as it is to them. Fewer wage-earners are employed, less raw material is used, less buying and shipping are done. Business is restrained. And to the extent that the people get something in place of these standard wares, they experiment with unknown goods, the worth of which is not established and in buying which they are at the mercy of the seller as to quality and price. If the public could know the profits they pay on strange merchandise, they would insist on standard goods in every line where they know them.

What does the welfare of the country demand? All that we want is fair play. The seat of the trouble is in misrepresentation as to qualities and values and in the cutting of certain prices for ulterior purposes. Remove these two offenses and you have taken away the chief opportunities for subterfuge and oppression. Then the merchant that really delivers the service can win. Let us have in every State a Clean Advertising law similar to the national Pure Food law, and for the second difficulty allow the makers of goods in popular demand (or any goods) to establish, when necessary, the one-price system on their products so that anywhere we can go with confidence and safety and buy their products at their prices, protected alike from overcharge, from bargains for the few at the expense of the many, from chicanery and the after effects of injured industry. This system is already working well on one class of our merchandise, and if it is strange doctrine to some, let judgment be withheld until we understand the nature of the proposal.

When we think of the blights and imperfections in our commercial system, who can cast a backward glance without feeling a thrill of pride in the distance we have traveled since the day when young John Wanamaker took that revolutionary step of marking his prices plainly on every item in his stock and serving notice on the public that thenceforth he played no favorites, but that one man's money was as good as another's in his establishment? That was a stroke of genius! It was more than a happy innovation or a lucky thought in trade. It was recognition that the public morals had advanced to a point where the people were ready to buy on even terms. It struck the hour for the old price haggling system with all its rapacious bargaining and its wasted time, under

(Continued on page 18.)

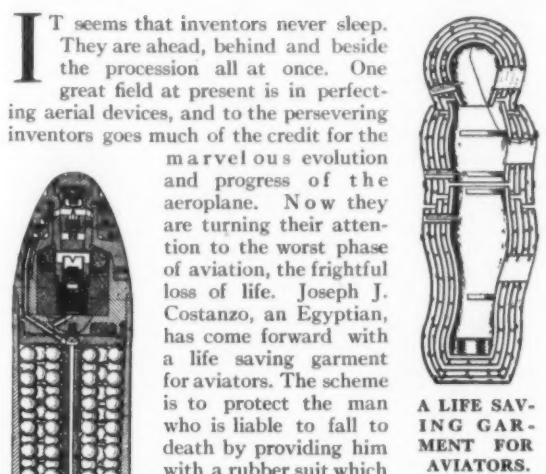


# Curiosities of the Patent Office

Odd Devices Which the Inventors Have Recently Perfected

By ROBERT D. HEINL, Washington Correspondent for "Leslie's Weekly"

EDITOR'S NOTE:—Our object is merely to briefly describe some of the most interesting inventions. It would be impossible to tell about them all because upwards of 600 patents are granted each week. Printed copies of any patents, including those below, are furnished by the Patent Office at 5 cents each. Address the Commissioner of Patents, Washington, D. C.



**A BOMB-SHELL TO DESTROY AN AIRSHIP.**  
It is highly destructive and the slightest impact against an aerial object is sufficient to cause an explosion.

It seems that inventors never sleep. They are ahead, behind and beside the procession all at once. One great field at present is in perfecting aerial devices, and to the persevering inventors goes much of the credit for the marvelous evolution and progress of the aeroplane. Now they are turning their attention to the worst phase of aviation, the frightful loss of life. Joseph J. Costanzo, an Egyptian, has come forward with a life saving garment for aviators. The scheme is to protect the man who is liable to fall to death by providing him with a rubber suit which is composed of inflatable chambers and contains shock absorbing cushions. Possibly he gained his idea of draping the body in this curious manner from the Egyptian mummies. Leslie L. Hill, of Los Angeles, Cal., also hit upon the idea of protecting the airmen, but his scheme is confined to the dirigible balloon type of craft. As you will see by closely observing the illustration, Mr. Hill has provided a parachute for his aerial passengers much the same as an ocean liner provides a life preserver for every traveler. His idea is that when a venturesome tourist goes aboard a big Zeppelin, say, the first thing he should do would be to acquaint himself with the location of his parachute. The emergency envelopes are to be attached to the frame about the great gas bag. They would always be ready for use and could be detached on an instant's notice. Five years ago Costanzo and Hill

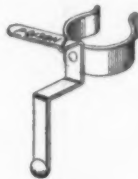


**AN AEROPLANE GUN MOUNTED ON AN AUTOMOBILE.**  
It may be aimed in any direction to cover an aerial object.

would have been ridiculed, but to-day they are hardly more than abreast with the times. Only last week an aviator in New York escaped injury and possibly death because of an invention which enabled him to remain in his seat while his aeroplane was falling. When he got close

to the ground he was able to release the apparatus and jump to terra firma suffering only a serious shaking up.

Aerial warfare also continues to come in for its share of attention in the Patent Office. Karl Voller, a German, is the patentee of an ingenious artillery projectile for a battle in the air. It is a shell loaded with shrapnel and is particularly adapted to firing at airships. The projectile is delicately adjusted, but explodes with terrific force upon the slightest contact of its tip with the aerial enemy. No experiments have taken place in this country, but the shell is said to have been proven deadly in its effects in Germany. The speediest earthly machine we have to trail the aeroplane on land with is an automobile. Norbert Koch, also a German, and associated with the Krupps, has been granted patents in this country recently for an aerial gun mounted on a



**POISON BOTTLE INDICATOR.**  
To prevent poison bottles from being mistaken for others a metallic clip is placed about the neck of the bottle.



**HAT PIN POINT PROTECTOR.**  
A small ball which may be attached to the end of the protruding hatpin and fully protect against accident.

high-power motor car. It will sweep through an angle of 360 degrees; the gun may be pointed straight in the air if necessary. It is so arranged that no matter from what direction the aeroplane approaches, it can be covered by the automobile gun. The adjustments are simple and the gun so powerful that an aeroplane may be reached at almost any height in sight.

It must not be supposed, however, that all inventors or even the largest portion of them are giving their attention to aeroplanes. It seems that they are thinking about most everything under the sun.

Along comes Charles C. Bruner, of Portsmouth, N. H., who invents a poison bottle indicator. Hardly a day goes by but what we read that somebody takes medicine from a poisonous bottle by mistake. Mr. Bruner has devised an elastic metallic clip which may be fitted to the outside neck of any bottle. For day use the clip is plainly marked "Poison." At night or in the dark it may be distinguished from the other bottles by its having affixed to it the unusual clip



**THE MOVING-PICTURE POSTCARD.**  
This gentleman may salute anybody.

attachment. Another safeguard worthy of attention is a hatpin point protector invented by Morris Rosenthal, of New York. It is simple in design and execution, but seems to afford ample protection from anybody being gouged in the eye by an unprotected hatpin point. The invention consists of a small ball of metal which may be attached to the end of the hatpin. It may be unscrewed and removed in an instant.

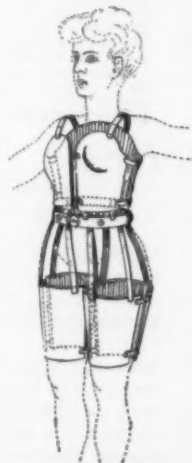
It has been the privilege of William D. Baring-Gould, of Minneapolis, Minn., to patent a moving-picture postcard. On the card, as will be seen in the illustration, is the portrait of a man wearing a silk hat. The latter is on a separate piece of card-board as is the man's arm. By means of a rubber band and a piece of string, which the holder of the card may pull, the hat may be raised as if the man were saluting a friend.

There are those who dislike to discard their low shoes when the wintry blasts come. It is a fact that most persons consider the half shoe more dressy. Many put them aside reluctantly and only because they are afraid of catching cold. George W. Baker, of New York, has given some attention to the subject and the result is a high shoe which from a distance can hardly be told from one of the dressy low summer kind. He accomplished his object by preserving all of the lines and characteristics of a low shoe and adding a protective top such as makes the difference between a high and low shoe.

We read that hundreds of bathers are taking dips at Coney Island and Atlantic City in the winter, so John F. Burke, of Philadelphia, is not out of season in inventing at this time a bathing suit which will keep the swimmer afloat. It is for the beginner and expert swimmer alike. No danger of a man going under with cramps if he wears one of these life preservers, is the inventor's claim. The garment is much the same as a suit of underwear and is partly made of rubber with air chambers which make it buoyant.



**A HIGH SHOE FOR WINTER USE.**  
It has the appearance of the summer low shoe.



**A BATHING SUIT WHICH WILL KEEP THE SWIMMER AFLOAT.**  
It is buoyant and its wearer cannot sink.

## Little Inventions That Add to Our Comfort

By SUSAN MARTIN

WHILE immense fortunes have been made from well-known inventions that could be used for the advancement of Government purposes in warfare and in the march of transportation above and below the earth, there have undoubtedly been bigger sums realized, with less effort and sacrifice, from the little inventions we take as a matter of course, hardly knowing who invented them, but enjoying no less the real pleasure that they afford. Not a child but has delightedly sported with the return ball, never dreaming that the grown-up who thought of adding the bit of elastic, gained the comfortable sum of one hundred thousand dollars by this ridiculously simple partner of the rubber ball.

When with gloved hands we easily pick up change from the rubber disk, with its uplifted spikes, it seems hardly possible that the little spikes were the means of securing nearly a quarter of a million to the man whose fingers had so frequently fumbled nickels and dimes. Even the little glass lemon squeezer, which is nothing more or less than an easy way of scooping out pulp and juice, and which sells for only five cents, continues to roll up a more than comfortable income for the inventor.

The invention of the slot machine has made it possible to obtain a full meal by this means, and salted peanuts and chewing gum have so long popped out through the wizardry of the clinking nickel, that all sense of novelty has quite passed away.

The fountain pen does away with inky fingers and the annoyance of an empty ink well. The mucilage bottle with its gummy brush, sticking more frequently to the fingers than to the pages to be pasted, has been superseded by the handy paste jar with its sunken well, keeping the brush properly moist and easily handled. Not one person in a hundred could tell when this was patented or by whom, but the fact remains that the convenience is recognized and the paste pot has brought a fortune with it.

We are spoiled by the many little things that help to

make living worth while, taking them all for granted, yet ever ready to regret that we were not keen enough to think of just some such easy little fortune-making device for ourselves. In the kitchen, for example, there are egg beaters, meat choppers, cream separators, can openers, apple corers and a dozen other things that a housewife depends upon, but whose inventors will never be placed in the niche of fame. Thousands of dollars have been made from such trifles, thousands more will be made. The inventor who is forced to spend a fortune to make one is far more likely to die poor before his great invention achieves recognition than the minor inventor whose button fastener or picture hanger meant no greater expenditure than a little thought and a small sum for the patent rights.

But then again some of these little things which we use daily mean the most complicated machinery and a succession of processes before completion is definitely achieved. The ordinary pin is one of the most striking examples in this connection. The machine required is of the most intricate description, but absolutely perfect in its working. The evolution of a pin began really in 1817 when a communication was made at the Patent Office by Seth Hunt, describing a machine for making pins with head shaft and point in one entire piece. The old form of pin consisted of a shank with a separate head of fine wire twisted around and secured to it. The 1817 machine cut off a suitable length of wire and held it in a disk until a globular head was made at one end by compression and the other end was pointed by the revolution around it of a roughened steel wheel. This machine does not appear to have come into later use, and in 1842 Wright patented the pin-making apparatus which is the parent form of the machinery now employed. A factory was equipped with this machinery in London, but it failed, and the plant passed to Daniel Foot Taylor, of Birmingham, who obtained an extension of Wright's patent for five years from 1838, and his firm was

the first to carry on the production of machine-made solid-headed pins on a commercial basis.

In the modern pin-making machine, wire of suitable gauge, running off a reel, is drawn in and straightened by passing between straightening pins or studs set in a table. When a pin length has entered, it is caught by lateral jaws, beyond which enough of the end projects to form a pin head. Against this end a steel punch advances and compresses the metal by a die arrangement into the form of a head. The pin length is immediately cut off and the headed piece drops into a slit sufficiently wide to pass the wire through, but retain the head. The pins are consequently suspended by the head, while their projecting extremities are held against a revolving cutter, by which they are pointed. They are next cleaned by being boiled in weak beer and then arranged in a copper pan in layers, alternating with layers of grained tin. The contents of the pan are covered with water over which a quantity of argol (bitartrate of potash) is sprinkled, and after boiling for several hours, the brass pins are coated with a thin deposit of tin which gives them their silvery appearance. They are then washed in clean water and dried and polished by being revolved in a barrel containing dry bran or fine sawdust from which they are winnowed finished pins.

A large proportion of the pins sold are stuck into paper by an automatic machine, not less ingenious than the pin-making machine itself.

With such a process to make the every-day pin, which we fail to appreciate until the need of one makes us realize its importance, there is a strongly contradictory flavor in the oft-repeated expression "not worth a row of pins."

In all probability there are hundreds of good ideas doomed to die in obscurity. The columns of "patents for sale" in the inventors' journals represent a graveyard for buried hopes which some lucky person with money can resurrect to his profit, and the further comfort of the world at large.





# Inventions That Brought Government

By EDITH TOWNSEND K



OUR FAMOUS PATENT OFFICE.

This wing of the Interior Department building at Washington, D. C., houses the Patent Office and appears outwardly to be in good shape. To the contrary, it has just been declared by the President's Commission on economy and efficiency to be unsanitary, unsafe, and a fire-trap. The rooms are crowded, poorly lighted, and badly ventilated.

THE public vaguely knows about inventors. It realizes that every day something new, something beneficial, is being created, but how little it really understands of the invention itself. Almost every man, woman and child carries a Kodak on an outing, but there are few who know anything of that gigantic enterprise, the Eastman Kodak Company of Rochester, N. Y., which through the experiments of Mr. George Eastman, its founder, has been able to take out 27 patents covering inventions applicable to photographic processes of the greatest value to the Government.

The evolution of the Kodak is especially interesting. When employed as a bank clerk Mr. Eastman felt strong interest in photography, and set about learning a science then little known to amateurs. Hearing of a method discovered in England of preparing a glass plate so that a picture could be taken in the field without recourse to the usual dark cloth and fluid baths, he began to experiment, first for his own pleasure, but when, in 1878, he neared success, his thoughts turned to manufacturing plates. He continued experimenting with a gelatine dry plate process, and in 1880 plates of real commercial value were produced. Still in the employ of the bank, he rented a small building. In the meantime he had invented a machine for making plates with gelatine emulsion. This he sold in England for \$1200. With this money and savings from his salary he fitted up the building as manufacturing plant.

Mr. Eastman in his first photographic enthusiasm experimented with paper films which had to be exposed by means of roll holders attached to the existing plate cameras. Then followed a demand for something more portable. This led to the production in 1888 of the first Kodak which was fitted for 100 exposures, and took a picture two and one half inches in diameter. Mr. Eastman saw the desirability of a film roll and succeeded in making such a film by means of machinery which was patented in 1892.

When Edison was experimenting with motion pictures he heard that the Eastman Company was going to bring out this transparent film and obtained a supply to perfect his scheme. The rise in the Eastman Kodak stock in the last six or seven years has been remarkable. Early in 1905 the common stock was quoted at about 125. To-day in the Rochester stock exchange it is hard to purchase more than a few shares at one time. Bids as high as 715 a share have been made, few shares changing hands at this price.

While we are all more or less familiar with the Roentgen rays in their application to physical exploration, how many know that the X rays have been taken up by the Government to help in the detection of counterfeit signatures?

Alfred Nobel, whose name will be perpetuated, not alone for his own inventions, but likewise for the impetus he has given to others with inventive genius through the annual "Nobel Prize," will live in history as the inventor of two great aids to the Government—dynamite and smokeless powder, and as long as nations conflict these destroyers must possess value. Smokeless powder was based on the discovery that by means of heated rollers Nobel could incorporate with nitro-glycerine a very high percentage



A FIRETRAP, RAT-RIDDEN DOCUMENT ROOM.

Irreparable damage could be done if there ever were a fire in the Patent Office, as will be seen at a glance at these flimsy shelves upon which valuable documents are stored. Over a million patents have been granted, but it is impossible to refer to many back numbers because of the lack of proper room and proper facilities for filing.

of that soluble nitro-cellulose or gun cotton which his factories were using in the manufacture of blasting gelatine. Blasting gelatine altered by means of moderating substances had been tried in guns and burst them. Nobel found that if the nitrated cotton was increased from 8 to 50 per cent. he obtained a powder suitable for firearms. The progress in the construction of weapons, and especially the introduction of quick-firing guns, made it necessary to have smokeless powder. His discovery that two most powerful shattering explosives, nitro-glycerine and gun cotton, mixed in about equal quantities would form a slow-burning powder, a propulsive agent with pressure that would exceed the resistance of modern weapons, caused astonishment in technical circles. The invention of dynamite was no less interesting.

As an unobtrusive boy, William Marconi talked little, but thought much, and he was eventually successful in producing a revolutionizing invention by which nations could talk to nations without the use of wires or other tangible connection. Like many other inventors, Marconi used the discoveries of other men, and turned their impractical theories and inventions to practical uses, and in addition put in effect theories of his own.

The story of the development of wireless telegraphy is marvelous when we consider that it was only in December, 1901, that Marconi received the first signal ever transmitted across the Atlantic Ocean without wires. Now, it is a commercial reality on the seas and on the Great Lakes. The law passed by Congress in 1911 making it necessary for every steamer sailing from American ports with fifty or more passengers to carry a wireless outfit capable of working at least 100 miles, in charge of a licensed operator, able to transmit twenty or more words a minute, did much to increase the use of wireless.

The telautograph invented by the late Professor Elisha Gray of Chicago is of especial advantage on board warships. It is furnished with a pencil and levers, actuated by two varying currents of air. From these tablets orders of the utmost importance can be transmitted. By this electrical means the telautograph reproduces writing at a distance so precisely that it may be as readily identified as the voice over the telephone.

Simon Lake, an American boy, after reading Verne's



SEARCHING ROOM AT THE PATENT OFFICE.

It is inadequately small and not at all suited to the present needs. The room was big enough ten years ago, but now it is impossible. The Scientific Library of the Patent Office, with its priceless collection of publications, occupies a small section of the outside.

"Twenty Thousand Leagues Under the Sea," set to work to invent a way by which a wrecked vessel or a precious cargo could be got at from below the surface. People laughed at his idea, and he found great difficulty in getting capital to carry out his plan, and his first boat, built largely with his own hands, had little to inspire confidence in his scheme. Through many experiments the little submarine, thirty-six feet long, has done wonderful things. She has cruised over the bottom of Chesapeake Bay, New York Bay, Hampton Roads and the Atlantic Ocean, her driving wheels propelling her when the bottom was hard, and her screw when the oozy condition of the submarine road made her spiked wheels useless, except to steer with. Her passengers have been able to examine the bottom under twenty feet of water, through the trap door, with the aid of an electric light let down into the clear depths. Mr. Lake has also designed and built a submarine torpedo boat.

In American telegraphy Samuel F. B. Morse is the commanding figure. Unquestionably he could have become famous as a painter. To the day of his death he treasured a copy of *The British Press* of May 4, 1813, in which a picture of his was declared to be one of the nine best paintings in an exhibition which showed canvases of Turner, Northcote, Lawrence and Wilkie. At this time he was interested in electrical progress as an inventor, turning to the laboratory for the rest which comes from a change of outlook. In connection with the invention of the telegraph an interesting experiment was related by the inventor



HON. EDWARD B. MOORE, UNITED STATES COMMISSIONER OF PATENTS. He rose to this high position from the humble grade of assistant patent examiner in 1883. He became principal examiner of patents in 1897, and was promoted to the position of commissioner in 1907. Mr. Moore is said to be one of the foremost patent lawyers in the world. He successfully negotiated the present treaty between the German Government and the United States for the non-working of patents in Germany by American inventors and manufacturers.

From the Sa... ascension Sep... other models... the Deutsch... made the fir... as had befall... another dirig... the big prize



# That Benefitted the Government

WITH TOWNSEND KAUFMANN



SEARCHING ROOM AT THE PATENT OFFICE.

The room was big enough ten years ago. The office is so badly cramped for space that orderly arrangement of the collection of publications on the subject of inventions, including copies of 2,000,000 foreign patents, requires a small section of the outside corridor.



EDWARD B. MOORE, COMMISSIONER OF PATENTS. He rose to this high position from a humble grade as an assistant patent examiner. He became principal examiner and afterward assistant commissioner. He was very efficient and became commissioner in 1907. Commissioner is said to be one of the foremost patent experts in the world. He successfully negotiated with the German Government a treaty relating to the working of patents in Germany by American inventors and manufacturers.

The British Press was declared an exhibition which progress as an invention which comes from the invention of the

From the Santos Dumont No. 1 in which he made his first ascension September 18, 1898, he experimented with various other models up to No. 5, built with the intention of winning the Deutsch Prize of 100,000 francs. In August, 1901, he made the first official trial, only to meet with disaster such as had befallen his previous attempts, but, undaunted, he built another dirigible, No. 6, and finally was rewarded by securing the big prize for the flight around the Eiffel Tower.

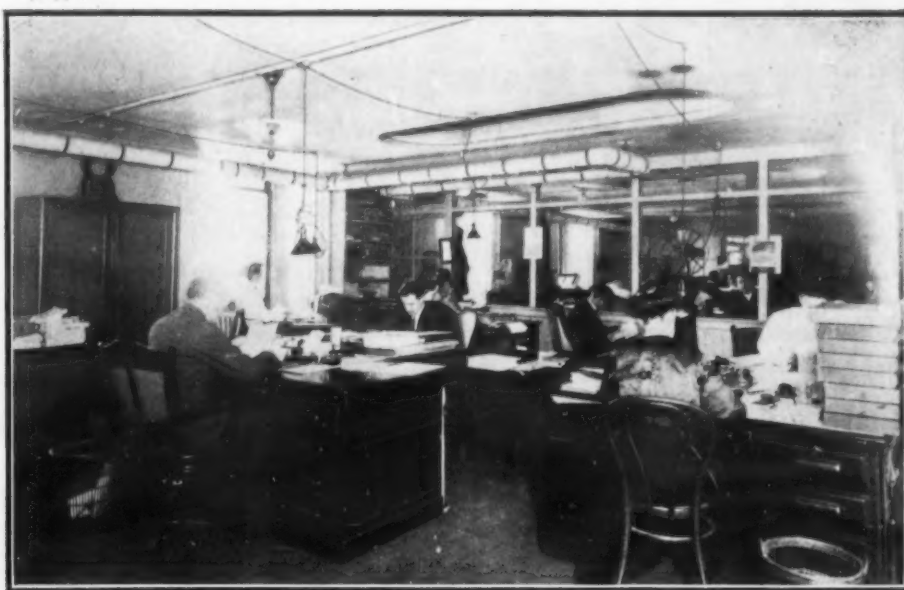
In the summer of 1842 he proved that telegraphic signals could take their way through water as well as overland. He took copper wire, one-twelfth of an inch thick, and insulated it with pitch tar and India rubber. The cable thus produced was laid from the Battery at the foot of Manhattan Island, to Governor's Island, about a mile off. Three or four characters had been transmitted when the line was severed by the anchor of a passing ship. At a later date Morse repeated the experiment with gratifying success in the canal at Washington.

In the old days the story of Darius Green and his flying machine was so much of a joke that no one as he read of the unfortunate happenings of Darius, dreamed that in the future the Government would be agreeing to the expenditure of large sums for flying machines to be used in warfare. The inception of the idea sprang from a dreamy Brazilian boy, Albert Santos Dumont, the son of a wealthy father whose plantations and miles of railroad made it possible for Albert to try experiments. He began work on the theory of the dirigible balloon.

air, gained its first success through the experiments of the Wright brothers, and unquestionably this flying machine will in the future be of the utmost benefit to the United States Government, which has already established an aeroplane corps. In the recent wars in Tripoli and Turkey the value of the aeroplane in watching manoeuvres from heights beyond the reach of any mundane firearms, was fully demonstrated.

On July 27, 1909, Orville Wright at Fort Myer fulfilled all the specifications laid down by the United States Government for duration of flight and on July 30th he received a bonus of \$25,000 for excelling the stipulated speed. Then the Wright machine was accepted by the Government and purchased for the use of the Signal Corps. As a naval auxiliary the aeroplane, with its modification, the hydro-aeroplane, which can be used both on land and water, also promises to be of supreme value. An aerial scout able to rise to the height of a mile or more would be of incalculable advantage to a fleet of war vessels. A recent invention has perfected a process for projecting bombs from these airships upon the decks of vessels, or fortresses, or cities, or marching armies.

An interesting incident in connection with the invention of the typewriter, one of the greatest benefits to the Government, is quoted from *Typewriter Topics*, New York, April, 1909: "Mr. C. L. Sholes was Collector of Customs of the port of Milwaukee during most of the time that he was engaged in devising his typewriter, and later he was Comptroller of the city of Milwaukee. While acting in this latter capacity, it fell to his lot to enter into a contract on behalf of the city for paving certain streets. He had the contract written on one of his machines and this is claimed to have been the first official document ever produced on a typewriter. In that machine only capitals appeared. Lower-case letters came later as an addition. To demonstrate the wonder of his invention Sholes and his two partners, Soule and Glidden, sent out letters broadcast. Just one of these letters hit the bullseye. It went to James Densmore of Meadville, Pa., who recognized that a writing machine was to automatically supplant the pen. He asked the price of a share in the patent



WHERE THE LIGHT OF DAY NEVER REACHES.

Sunlight is a stranger to these parts. Twenty-five clerks work here from morning until night under artificial light. So inadequate in size is the "Searching Room" where attorneys look up old patents and records that oftentimes they are forced to use the halls for this work.



PATENTS MODELS BOXED UP IN THE OLD VAULTS.

In dusty, musty old vaults are stored the many valuable models of patents that have sometimes revolutionized an industry. The accommodations are so vastly inadequate that these are inaccessible for prompt use. The roof of the vaults is so faulty that these boxes have to be covered to protect them from tar which drips down from the sidewalk skylights above.

inventive genius has been honored in both America and in Europe. Up to October, 1910, the record of his patents numbered about 4,000, with new ones being added each year. Outside of the wonderful inventions that both the Government and the private citizen welcome with open arms as conducive to the strength of the nation and the comfort of the individual, the work of Edison should be recorded in the Hall of Fame as instrumental in the employment of at least 720,000 persons.

The use of automobiles by the Government in the transportation of heavy loads and for ambulance service is an old story by this time, and the motorcycle, which is to spare the horse in rural free delivery, won instant recognition in the mail service of the Government.

In connection with inventions of value to the navy, the name of John Ericsson, the famous engineer, is associated with the *Monitor*, one of three famous iron clads authorized by Congress in 1861. The plans of the *Monitor* were presented to the Navy Department by Ericsson and he superintended her building. She was launched January 30, 1862, and completed just in time to engage the *Merrimac* in Hampton Roads, March 9th. Her extreme length was 172 feet. The battery consisted of two eleven-inch smooth-bore guns mounted in a revolving turret supported, when in action, on a central spindle. She foundered off Cape Hatteras, December 29, 1862, with considerable loss of life.

Sir Hiram Stevens Maxim, an inventor born in 1840 at Sangerville, Maine, served an apprenticeship in a machine shop at Fitchburg, Mass., and afterward settled in Boston. In 1881-2 he secured patents for utilizing the recoil forces of guns for the purpose of reloading so that 770 shots a minute could be fired. Owing to trouble with the United States Government in regard to some of his patents, he renounced his American citizenship and became a British subject. Vickers, Sons and Maxim, a company formed in 1897, operate one of the greatest arms factories in the world. In 1901 Maxim was knighted in recognition of his services to the British nation in the manufacture of high explosives. In warfare throughout the world the Maxim gun stands preëminently as one of the greatest destroyers.



# A World-renowned Scientist at 35

Something of the Remarkable Rise of Dr. Carl L. Alsberg, the New Chief Chemist of the United States

By GEORGE SHERIDAN

ONE of the most perplexing situations which Mr. Taft has had to meet since becoming President was the choosing of a successor to Dr. Harvey W. Wiley, as head of the United States Bureau of Chemistry. Doctor Wiley had indulged in a number of fads, and, while he did some good work, his bureau was teeming with trouble when he left. It was not in a condition to accomplish its best results. President Taft had had enough controversies and disputes. He decided that a chemist, and not an embryo politician, was the man to take up the work which Dr. Wiley had not been able to finish. Mr. Taft also advanced the idea that it might be well to put a real chemist in the place. He then sent a letter to the principal college heads in the United States asking them to suggest a man who would be apt to have the latter qualification. "I want a bona fide chemist," the President wrote. "A big, fair, square, capable executive."

There was a flood of replies. It took several weeks to look them over. A comparing of these communications, the writers of which had not the opportunity to consult with each other, revealed the interesting fact that many of them had recommended the same man. Either officially or by influential members, Harvard, Columbia, Cornell, the Massachusetts Institute of Technology, Rockefeller Institute, and numerous others agreed upon a man already in the government service; one who had gone in under the Civil Service, and in a comparatively few years, absolutely without political pull, had risen to an important position. It was Dr. Carl L. Alsberg, only thirty-five years old, but a chemist with a most inviting record. Men like Dr. David Starr Jordan, President of Leland Stanford University, Arthur B. Lamb, Director of the Havemeyer chemical laboratory of New York University, and William H. Nichols, President of the Eighth International Congress of Applied Chemistry, came forward with additional endorsements. President Taft threw up his hands, and said, "Let's make it unanimous."

Doctor Alsberg got the position entirely upon his remarkable record of past achievements. He had, some years before, acquired an international reputation as an authority on the biological phases of chemistry. His father was a chemist of repute, and young Alsberg first attracted attention when he was graduated from Columbia University in 1892. He later became a full-fledged medical doctor after a graduation course in the College of Physicians and Surgeons of New York City. In Germany, he studied with the eminent pharmacologist Schmiedeburg. The busy young American found time to do graduate work in the



DR. CARL L. ALSBERG.  
The youthful, but already famous, new head of the United States Bureau of Chemistry.

Universities of Strasburg and Berlin, also at the German imperial institute for experimental therapeutics at Frankfurt-on-the-Main.

He was one of the most popular instructors at the Harvard medical school, and his first work in Washington was in the Bureau of Plant Industry in the United States Department of Agriculture. He was appointed to that bureau after a long search for a man who could combine the sciences of pathology, physiology, and chemistry. His work was of such a technical nature that it would be difficult to give a popular idea of what he has accomplished in the government service. Possibly the highest tribute, and

one which admirably shows his standing in the professional world, was paid by Dr. Erwin F. Smith, probably the greatest plant disease pathologist in this, or any other, country. Dr. Smith is the man who discovered what caused tumors in plants. This, applied to human beings, was of the greatest aid to surgeons who were attempting to eradicate the dreaded disease in mankind. It seems that tumors in plants and tumors in our bodies are much the same.

"Doctor Alsberg is the first man I have found over here," said Dr. Smith, "who does the work I send to him, absolutely right. He is known all over the country as a physiological chemist of the highest standing. He is a good director and teacher. He has a biological trend of mind, and has had a careful training under the best men in the United States and Germany."

Since coming to Washington, Doctor Alsberg has completely reorganized the bio-chemical section of the American Chemical Society. That particular section had been allowed to deteriorate until its meetings were of comparatively little moment. After he had finished injecting new life into it, it became one of the most important divisions of the society. And that is saying a good deal, because the American Chemical Society is one of the largest scientific bodies in the world. Doctor Alsberg has the honor of being its secretary.

The chief function of the Bureau of Chemistry is the duty of guaranteeing the quality of the manufacture of the foods and drugs of the United States. In spite of the alarming reports to the contrary, it is said to be a fact that at least ninety per cent. of the food and drug products are made and sold in compliance with the pure food law. Samples of every manufactured article to eat and drink will be submitted from time to time to Doctor Alsberg, the new chief chemist. These tests will give him ample opportunity for the best use of his vast scientific knowledge. He will probably be the youngest man in the United States to hold such an important position. Doctor Alsberg appears to be nothing of a crank, or a faddist. He is described by those who know him best as a hard-headed, normal man.

"The new head of the Bureau of Chemistry," one of these men told me, "will come just as far from pleasing the cranks as he will from winning the favor of those who seek to avoid the law."

That seems to tell the story of Doctor Alsberg, except for one important fact, and we must keep that very quiet—he is unmarried.

## Pensioning Ex-Presidents

MR. CARNEGIE'S offer to pension ex-Presidents has provoked more condemnation than praise, though no one can question that Mr. Carnegie was trying sincerely to meet a great need. The sum total of all the comment occasioned by the announcement is that the Government will now be stirred into action, a possibility that was not absent from the minds of Mr. Carnegie and the trustees of the fund. Representative Burleson, of Texas, has signified his intention to introduce a measure that would give to retired Presidents a seat on the floor of the House of Representatives, with all its privileges except voting, and entitling them to an annual salary of \$17,500.

Representative De Forrest, of New York, introduced a bill providing for a former President \$2,000 a month; for the widow of a former President \$1,000 a month during her widowhood; and for a child of a former President under twenty-one years old, with parents both dead, \$200 a month.

It may not be generally known, but it ought to become known in this connection that Mr. Carnegie is even now supporting a class of pensioners that should be cared for

by the Federal Government. "Since December, 1907," says Mr. David Homer Bates, secretary of the Society of the United States Military Telegraph Corps, "Mr. Carnegie has contributed nearly \$100,000 to the needy members of the United States Military Telegraph Corps of the Civil War and their widows, on the basis of a private soldier's pension for which the surviving members of that corps, now numbering less than 250, have knocked at the doors of Congress without avail for over 30 years."

Who are these men? And why should they be pensioned by the Government? The Telegraph Corps was a body of men with headquarters in the War Department at Washington during the Civil War, receiving orders directly from President Lincoln himself. Mr. Lincoln would not allow them to enlist or receive commissions, "fearing they might be interfered with by officers of lesser rank than himself, at the same time giving his verbal promise," says Mr. Bates, "that he would care for their military status when the war was over"; His death prevented the fulfillment of the promise, and, for over 30 years, successive committees of the House and Senate have ignored the plea of the

military telegraphers for pension and homestead rights.

The work of these telegraphers was of prime importance, and was such a convincing demonstration of the value of the telegraph in war that every nation has incorporated it into its army establishment and classified its operators as soldiers. During the Civil War there were 1,500 of these operators, most of whom were still under 20 years. Over 300 lost their lives through wounds, exposure and imprisonment. Only 15 per cent. of the whole number now survive, and 100 of these are on Mr. Carnegie's pension list—one hundred people (and their dependents averaging two or three more in each case) who would be in actual want if a private citizen, the Founder of their Corps—were not doing for them what the Government ought freely and gladly to do. Mr. Carnegie has not complained of this as a burden, [on the contrary his letter announcing the bounty stated that he considered it a pleasure] but the criticism of his proposition to render a similar service in behalf of ex-Presidents ought to bring home to the Government that it has two chances instead of one to pension those who have served it faithfully and well.

## Harriet Quimby's Monument

"I SHOULDN'T think there'd be any trouble in raising the money for that monument to Harriet Quimby. She was the first American woman to secure a pilot's license, which was something, and she flew across the English Channel, which was something more. Also she was an exceptionally attractive girl to look at. People who met her once never forgot the meeting. I should say that such a monument might well be symbolic. For while Miss Quimby's personality might be somewhat sacrificed to the symbol, the principle of her life and death would be more easily typified. Physical courage! Women might as well buck up to the fact that physical courage is as normal in a woman as in a man. Harriet Quimby was the normal woman."—*New York Press*.

Our contemporary pays this tribute to the first American woman to receive a pilot's license to fly, and the first woman of any nationality to fly across the English Channel in her own aeroplane. Contributions to her Monument Fund are coming in from abroad as well as from home. The latest was made by the Municipal Council of Aix-les-Bains, France, in honor of the fact that Miss Quimby flew a Bleriot monoplane manufactured in that great republic. At a recent meeting of

the Municipal Council at Aix, it was voted to make a subscription of 100 francs to the LESLIE Monument Fund to Miss Quimby. Among the other subscriptions thus far received are the following:

Mr. E. Leder (Aix-les-Bains, France).....	50 francs
Dr. Leon Blanc (Aix-les-Bains, France).....	20 francs
LESLIE'S WEEKLY.....	\$100.00
Frederic C. Penfield, New York City.....	50.00
Harold F. McCormick, Chicago, Ill.....	25.00
Robert D. Heintz, Washington, D. C.....	10.00
Walter B. Crandall, Hardwick, Vt.....	5.00
Hugh L. Willoughby, Newport, R. I.....	5.00
John G. Heintz, Terre Haute, Ind.....	5.00
John L. Niederst, Omaha, Neb.....	3.00
Miss Louise Weems, New Orleans, La.....	1.00
Miss Anne Nelson, Montgomery, Ala.....	.25
Walter D. Bonner, New York City Aeronaut.....	1.00
(who took a flight with Miss Quimby in her machine at Mineola, L. I.)	

It is hoped to make this fund sufficient to provide for the erection of a memorial of which the country will be proud. Aero clubs should all be represented in this memorial. Subscriptions may be sent to the Harriet Quimby Monument Fund, LESLIE'S WEEKLY, 225 Fifth Ave., New York City.

### Harriet Quimby.

The gladness of her! As from subtle flow'r  
The fragrance of her spirit was distilled  
Sweet'ning humanity. In evil hour  
Stricken before her mission was fulfilled  
She met her fate "rejoicing" in the realm  
Of air she loved with all her dauntless heart,  
Fearless, with steady hand upon the helm,  
In Life's last drama played the hero's part.

The goodness of her! Ask the poor that live  
By largess, ask the homeless if her ear  
Refused to hearken or her hand to give—  
Ask if to her all mankind was not dear,  
Who was so gentle that the smallest child  
With pretty confidence would seek her arms,  
Smoothing her cheek with cooing rapture mild,  
A willing victim to her woman's charms.

The greatness of her! Let it still be told  
When years have circled into centuries  
She blazed a trail of glory bright as gold,  
Our first brave woman pilot of the skies.  
Aye, let the storied marble teach the world  
That blind obedience to the force which sent  
Her frail form from the dizzy cloud-heights hurled:  
"The Great Die Not" carve on her monument!  
LILITA LEVER YOUNGE.



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# A New Year's Carnival in the Wilderness

By JAMES OLIVER CURWOOD

FOR days they had been coming in from forest, swamp and wind-swept barren to join in the New Year carnival. There were French, Indians and halfbreeds; there were Chippeways from the east, Crees from the south and west, and from the Barrens that swept far northward to the Arctic sea and eastward to Hudson Bay there had come down a dozen little dark men with their fierce little dogs—the Eskimo. They had come by dog-sledge and snowshoe, but chiefly by sledge, bringing with them their mid-winter catch of furs, which had already been sorted and gone down in the "accounts" of the Company's post. There were probably a hundred souls, including a dozen women and a few children; and there were two hundred dogs. There were the big, soft-footed Mackenzie hounds, whose forbears were reared in the country of the Athabasca, and still farther west; soft-footed, soft-throated, poor fighters—but with the slow strength of oxen in their big bodies; and with these there were the fiercer Malemutes, and the still fiercer Huskies with their wild-strain of wolf—red-eyed, white-fanged, snarling for fight, their only equals in battle the little Eskimo terrors from the north. From the south—always from the south—there had come a pathetic jumble of mongrels, the blood that had found its way up from the edge of civilization; a mixture of Collie, Mastiff, Great Dane, "hound" and "just dog"—probable victims of the first fight with real wolf blood, no matter what their size or strength.

It was the "big night" of the mid-winter carnival. To-morrow, or the next day, men and dogs would begin trailing back to their homes and trapping shacks deep in the forests and swamps, to spend another lonely three months along their trap-lines. It was their one "big time" of the year, and the Hudson Bay Company's factor and his men had prepared for it. Huge piles of dry fuel had been dragged into the clearing, and as the first gloom of the early night settled upon the wilderness these piles were lighted. Half an hour after the torch had been applied I went to the cap of a bare ridge a quarter of a mile away to look down upon the scene. From there, I had been told, I would see something that would remain with me for all time.

It was a weird and awesome picture; perhaps more of an impression than a picture, for all detail was lost. The wilderness was black. It reached black to the Arctic sea; it was black through a thousand miles of lifelessness and desolation to the coast of Labrador; it was sullen and black to the edge of civilization. It was an almost immeasurable canvas of darkness, and silence,

and infinite mystery, on which was painted that little flash of life below. Because of that vastness of the canvas itself, because of the littleness of the living picture which it swallowed as night engulfs a spark, it could never be forgotten. The flames from the great piles of logs and smaller fuel were mounting skyward, and as the conflagration grew brighter, lighting up the tops of the forest trees, the sounds of the carnival broke forth; first in the howling of dogs, then in the shouts and cries of men, until at last there came a wild burst of savage voice, the firing of guns, a still greater tumult from the dogs, and I knew that the "caribou fire" had been lighted.

Even the silent-tongued Eskimo were joining in the noisy festivity when I returned to the clearing about the post. The opening was a blaze of light from a dozen great fires, and the night was robbed of its cold by that circle of flame. In the center were two fires close together about which were gathered most of the revellers. Over one of these fires hung a huge copper kettle from out of which there already rose the fumes of that one great treat of the New Year—coffee. Close by there were two or three big boxes heaped high with real bread, and with this bread there was to be distributed a wonderful tub of real butter that had come all the way over from London for the purpose. About this treasure of rare food and drink men and dogs had gathered, sniffing the air and waiting.

But it was about the larger fire that the chief interest was centered. On each of three sides of that fire there rose two six inch stakes for fifteen feet into the air, with crotches at the top; and from crotch to crotch there ran a stout birch sapling, stripped clean of bark, on which was spitted the whole carcass of a caribou. There were three caribou roasting, and as the flames from the dry wood leaped higher and higher, almost licking the juice-dripping flesh, shrill voices rose in meaningless cries above the crackling of the fire. Caribou whips snapped fiercely. Chippeways, Crees, Eskimos, and breeds crowded in the red glare. The factor's men shouted and sang like mad, for this was the Company's annual "good time"—the show that would lure many of these same men back again at the end of another trapping season. Outside of that cordon of men—men dressed in all the wild and savage habiliments of the wilderness, some in furs, some in buckskin, some in the heavy Company coats and caps; men with fox and fisher and lynx and sealskin caps on their heads, and moccasins, "packs," and high Company boots on their feet—beyond this crowding circle of humanity, watchful and wolfish, waited the horde of dogs. The

richness of the odors that were already drifting in the air had drawn them close up behind their masters, their lips dripping, their fangs snapping in an eagerness that was not for the flesh of battle.

Under the dripping roasts stood men with long hooked poles, and now and then they turned the carcasses a little on their spits, and propped them with their sticks so that fresh surfaces were presented to the hottest points of the fire. As the cooking proceeded the tumult of sound and movement grew less and less, and when at last the third turn of the carcasses was made on their spits the circle of men edged still closer, and their hands dropped to the hilts of knives in their belts. Then, of a sudden, burst forth the first words of that song that is known from Athabasca to the Bay.

"Oh, ze caribou-oo-oo, ze caribou-oo-oo,  
He roars on high,  
Jes' under ze sky,  
Ze beeg white caribou-oo-oo!"

Numbers gave these silent men of the forests the courage of voice, and they joined in, following the shouting lead of the factor's men, while the dogs sat back on their haunches and howled up to the billion stars that gleamed in the sky. At the beginning of that song the men with the hooked poles caught the long spits at each end, and above all other sound there rose the fierce shout of the factor's chief man—"Now! Now—ze caribou-oo-oo—" and in savage enthusiasm the last verse of the wilderness song burst forth.

"Oh, ze caribou-oo-oo, ze caribou-oo-oo,  
He brown 'n' juice 'n' sweet!  
Ze caribou-oo-oo, he ver' polite—  
He roars on high,  
Jes' under ze sky,  
He ready now to come 'n' eat!"

With yells that rose above the last words of the song the men with the poles tugged at the huge roasts and the sizzling carcasses plunged down upon the melting snow. Scarcely had they fallen when the feasters were upon them, crowding and jostling good-naturedly in their efforts to be among the first to plunge their knives into the juicy flesh. With big chunks of meat in their hands they turned then and hurried to the other fire, where men were waiting to supply them with huge chunks of bread, lumps of butter, and cups of steaming hot coffee.

Not until the last man had helped himself to his portion of the roast did the dogs move. Then, in one wild, wolfish horde they rushed in from all sides to finish what remained of that night's feast in the wilderness.

## Let Buyers Beware—Need of a One-price System

(Continued from page 12.)

which one man was unwilling to trade unless he enjoyed an advantage that he supposed was denied his neighbor. One-price-to-all was heralded as a great moral business advance. It was an appeal to the instinct for fair play and time has proved its soundness economically. To-day the dealer is rare who dares to run counter to the universal sentiment for this open and above-board policy. We know its public worth, we understand its benefits and who would go back to the trickster's day that prevailed before it? And may it not be that we are about ready for the next step—not only the same price to all in each store, but also the same price for the same thing in all stores?

Whither would this lead? Just a little farther along the path that the one-price system has already taken us—elimination of the practices that seem to give individuals advantages over each other while actually weakening the foundation on which all of us stand. We already have this system applied to many of the products of invention and protected by the patent law. It is the only sure way of rewarding invention and of preventing middlemen from driving improved patented wares from the market. It is the only way of fostering invention in the future by insuring it a successful outcome. The maker regulates the price which the user pays for his goods. It is logical, correct in principle, safest for all concerned and must ultimately prevail on other goods as well.

There are but two principals—the maker

and the user. All others are agents or middlemen. They are not concerned in the making of any particular article or interested in its future. Neither do they use it. They simply sell it for profit. If the country were not so big, the user would go direct to the maker. As it is, when we go into a store and ask for so-and-so's soap we are buying on our knowledge of the reputation, integrity and ability of the maker. If we go to Smith's store we don't ask for Smith's goods. We know he is a vendor, not a producer. We are dealing essentially with the maker of the thing we buy and we know that it is exactly the same whether we buy it at Smith's or Brown's. This is true of all goods of reputation and standing which it is so much to the interest of the country to foster.

There is no question involved here as to the price which the maker himself receives from the dealer for his goods. That remains the same whether dealers re-sell under the one-price system or whether the retail price varies in different stores. The sole question at issue is as to what in the interest of public policy is the surest way to forestall confiscatory price-cutting by the middleman, oppression of the small dealer by the big one, and to insure a reasonable price to the ultimate user.

The answer is: Let the maker regulate the retail price at which his goods are sold. Since the price which he himself receives is in no way involved, his whole concern is in adopting measures that will result in the widest use of his products; hence his interest is identical with that of the public. He will

set the retail price as low as possible in order to promote the largest sale. He dare not set it high because that would only provide an opening for other makers to undersell him and take away his market. Not a single case can be cited where manufacturers have allowed an unreasonable profit to dealers under the patent law. The public is safe and the whole industrial fabric is strengthened by such a system. It insures, for many other reasons which space will not permit to be detailed here, the lowest average possible cost to the consumer. Suffice it to point out that uniform prices mean uniform consumption. Uniform consumption permits uniform production and uniform quality, which in turn mean stable conditions and economical operation and low costs. General prosperity is promoted by an open and above-board policy that gives equal prices everywhere, and allows people to trade in their own communities.

Experience has forced us for the general good to establish uniform freight rates to all, uniform passenger rates and uniform insurance rates. Why delay the day when we shall enjoy the same blessings on the great national articles of merchandise if the makers want to extend them?

Is there not food for thought in the circumstance that at the very time when Senator Clapp offers a bill in the Senate to prevent ulterior price-cutting, we see Congressman Oldfield urging the passage of a bill that would send the products of invention back to days and ways of trick and barter?



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# Great Inventors Who Began Poor

By E. K. TOWNSEND

IF an inventor's ideas are sound, poverty need be no barrier to his success, but it makes the uphill climb one of infinite difficulty and discouragement. In the days of Fulton and Stephenson, and even when Edison first perfected the phonograph, it was a one-man struggle against an endless chain of difficulties. To-day when the business man recognizes the marvelous possibilities in some mechanical discovery which he may not fully comprehend, he will assist the inventor by surrounding him with information as to what others have done in the same paths at home and abroad. There is no working alone in darkness as in the days before the inventor and the business man had made a compact of mutual benefit.

Elias Howe, whose invention of the sewing machine made him ultimately enormously wealthy, met with derision and ridicule at every turn. The idea that a sewing machine could be constructed that would compete with hand labor was deemed the absurd dream of an impractical man. Although his patents were at first infringed upon, and he himself was reduced to abject poverty, he still persisted and demonstrated that the combination of the eye-pointed needle and a shuttle for forming the stitch, together with the intermittent feed for supplying the material to be sewn, would do just what he claimed for it, and in the end he established his rights to his invention.

In 1855 Henry Bessemer perfected his process for steel making after years of struggle and defeat. When but a mere boy his first work was in die making. He discovered that the English Government was losing large sums through the fraudulent use of stamps, and young Bessemer set to work to do away with this. He was poor, but endowed with indomitable will. Finally success crowned his efforts, but, like many another inventor, he did not take the precaution to protect his invention by a patent and the idea was deliberately confiscated.

With no money, the chance of winning his sweetheart deferred by this financial knock-down blow, he regarded the situation

with philosophy and turned his attention to the field of alloying. Here he commenced by busying himself with roller engraving. Experiments resulted in the production of steels of excellent quality containing any desired fraction of carbon at a cost of six to seven pounds sterling per ton, against fifty to sixty by the methods Bessemer laid on the shelf. He did away with the smelting of pigiron, the rolling, shearing, and piling of bars, and the heating furnace.

From the beginning of the Bessemer manufacture to the present time the main output has been steel rails for railroads. A railroad laid at Crewe Station in 1863, with rails weighing 20 pounds to the yard was turned in 1866 and taken up in 1875. It was estimated that seventy-two million tons had passed over it, while the greatest wear of its tables was but .85 inch. His predecessors had made forty to fifty pounds of steel in small crucibles. He made five tons in twenty minutes. Knighted by his Government, leaving a fortune of more than a million pounds, commemorated wherever a locomotive rushes over the rails, this famous inventor is quoted as declaring that the early days of struggle and privation were happier than the later ones of achievement and recognition.

Everyone knows that Edison began poor, working as a railway newsboy. Later, he became a telegraph operator and in Indianapolis he worked a circuit in the daytime, receiving only a very small salary. At night for practice he received telegraph reports with a young friend by the name of Parmley. All went well until a new dispatcher came on at the Cincinnati end. To keep up with him Edison got two old Morse registers and arranged them in such a way that, by running a strip of paper through them, the dots and dashes were recorded on it by the first instrument as fast as they were transmitted to the two receivers through the other instrument at any desired rate of speed or slowness. During the daytime the impromptu automatic records were hidden and the other operators

were deeply puzzled. The crash came when a Presidential vote copy came too fast. When they got two hours behind, investigation revealed the scheme.

With his first substantial check of \$40,000 received from the New York Gold and Stock Company for his improvements on the stock ticker of the company Edison established a laboratory at Newark, N. J., and later one at Menlo Park, N. J. Here he developed his quadruplex and sextuplex telegraph system from the rude duplex system of his early days as an operator. The later record of his remarkable strides has justly entitled him to his reputation as one of the foremost inventors of the world, there being, it is said, about 4,000 patents to his credit in the United States and foreign countries. Among his latest inventions is the nickel iron storage battery for motor vehicles.

Robert Fulton, born in 1765 at Little Britain, Pa., had little regular schooling, but was very studious. At seventeen he was apprenticed to a jeweler in Philadelphia. He also took up miniature and landscape painting and in a few years earned sufficient money to buy a farm for the support of his mother. He then went to England to study under West, the celebrated artist. His attention was, however, soon turned to mechanical inventions and he took out patents for several useful appliances. In Paris in 1803 he constructed a small steamboat that navigated the Seine. He returned to America and in 1807 launched the *Clermont*, beginning successful steamboat navigation.

Two other famous inventors, Goodyear and Mergenthaler, were beset by chronic poverty and were obliged in perfecting their inventions to limit themselves to dimes instead of dollars. Charles Goodyear was born in New Haven, Conn., on Dec. 29th, 1800, of the New England stock that has given many leaders to America. His father, Amasa Goodyear, was descended from Stephen Goodyear, successor to Governor Eaton as head of the company of London Merchants who in 1683 founded the colony of New Haven. In the second year of his

marriage Goodyear established a hardware store in Philadelphia which was mainly stocked from his father's work shop in New Haven. At first his business thrived, but Goodyear gave credit too freely and in 1830 he was obliged to suspend payment, his creditors granting him a long period for the discharge of their claims. He refused to avail himself of the bankrupt law and his difficulties went steadily from bad to worse. For ten years he was imprisoned again and again for debt. But he never faltered.

Though he could make considerable as an inventor, his thoughts centered on the possibilities of gum elastic or soft rubber. With the hope before him of big reward, Goodyear began experiments. At first he worked in his own home, mixing the gum by hand and spreading it with a rolling pin. Some of his mixtures were applied to emboss cambrics. A friend feeling sure of his success advanced him a little capital, and soon the Goodyear shelves were covered with rubber shoes, a novelty that meant the foundation of an immense fortune.

No inventor probably had such difficulties to overcome. Once he was reduced to two tea cups, holding in turns weak tea and the gum mixtures, but he never faltered. All this strife, legal and financial, came upon a man who had for years suffered disabling infirmities, and to cap the climax his trusted attorney embezzled a large sum.

Germany the fatherland of Gutenberg gave Ottmar Mergenthaler to the world. He was born on May 10th, 1854. His father, John Mergenthaler, was a poor teacher. Coming from a long line of teachers, the boy, instead of desiring to teach, turned from this vocation to other lines. Though the young German invented many minor articles to eke out an early struggle for livelihood, the Linotype typesetting machine will be the one great thing associated with his name. Publishers who were at first skeptical, were finally won over by hundreds. Even the typographical unions, the greatest enemies of the inventor, were at last forced to admit its value.

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# Jasper's Hints to Money-makers

FOLLOWING my custom, I am setting forth the outlook for 1913. A year ago, I predicted an advance early in spring with fairly good prices until toward Election Day and said that "Then a halt may be expected." We had the spring advance, and those who took advantage of it before the liquidation of the fall months were handsomely rewarded for their foresight.

In 1904, Comptroller Dawes predicted a panic in 1913. He based this prediction on the theory, that panics come in cycles and that therefore one would be due this year. The cycle theory is not sufficiently well established to justify fear on its account.

The controlling elements are those that refer to the present, rather than the past, or I might say the future. Edmund Thery, the noted French economist, a couple of months ago predicted a terrible financial crash abroad, because of the political as well as the financial situation in Europe. It must be conceded that the War in the Balkans created widespread apprehension because Turkey has been long regarded as the danger spot of the Old World. But it seems scarcely possible that the controlling powers of Europe will permit the Peace Conference to end without some satisfactory basis of agreement.

A change in the administration at Washington and the passing of the control of the government from one party to another is always a serious matter. Those who recall the panic that followed this change when Cleveland was installed in 1893 express grave fears of a similar outcome when the new President is inaugurated and the new Congress meets in extra session with the opposition in full control. I do not share these fears.

Conditions are radically different. In 1893, panicky conditions had already occurred because of our crude financial policy. Now we are safely on a gold basis. Our great business and banking interests have been quietly preparing for a storm. They realize that everything depends upon the attitude of the incoming President and Congress toward the business of the country. If that attitude should be constructive and not destructive, the outlook for a year of increasing and widespread prosperity will be excellent, unless we should face a failure of the crops.

Of course, no bull movement is possible until the special session opens and gives the public some inkling of its purpose. We can, therefore, look for a dull and drooping market until tariff revision is out of the way. It is not impossible, I do not say it is not improbable,—that if the radical element in Congress makes a vociferous demand for a smashing assault on the protected industries of the country, coupled with an attack on our banking system, a panicky feeling may occur. But this would bring our leaders to their senses quicker than anything else.

If we must have the worst, let us have it over quickly. Business can adjust itself to new conditions, but it must know what they are and all the uncertainty hinges as to what they may prove to be. A radical tariff revision has not been proposed by the new administration in the latest utterances of the President-elect. On the contrary, his assurances have been mainly on conservative lines. Those who know him best believe that he has the will and determination to force his policies even on a reluctant party. He no doubt has been fully informed of the situation by some of his friends who realize that if the protective tariff is smashed,

capital must suffer, and labor suffer more, for a re-adjustment of wages must inevitably be the sequence, and that would mean strikes, disorder, and widespread disturbance.

No thoughtful President would invite such a condition of affairs nor permit it to happen, for it would presage a widespread revolt against his party. Small business interests would suffer the worst and the mass of the voters would impatiently await the day when they would have an opportunity to reverse themselves at the polls.

The trouble lies here: A few demagogues can make more noise than a regiment of thoughtful men. The newspapers always print the talk of the noisy ones and magnify their importance. I predict, therefore, that the extra session will be prolonged, bitter and sensational in some of its features, that the party in power will quarrel with its leaders and that the insurrection of a few Republican Progressives during the past year will be like child's play compared with the violent outbreak of the unsatisfied on the Democratic side.

With the bears well organized in Wall Street, as they are now and will continue to be, standing ready to take advantage of everything that will depress the market, I expect to see a severe break, and perhaps more than one, before the extra session closes, with something of a recovery after its adjournment, for then the worst will probably be known.

Next spring the railroads will be prepared to ask, from the Interstate Commerce Commission, the right to slightly increase rates on certain commodities to meet the increased cost of material and labor. Denial of this request would justify the President in completely reorganizing the Interstate Commerce Commission. If he should fail to do that, in the interest of fair play, it is safe to predict decreased dividends all along the line and the bankruptcy of some of the lines that are now struggling to stem the tide of adverse conditions.

One hopeful sign is the subsidence in some parts of the West and South of the bitterness manifested towards the industrial and railway corporations. People are beginning to understand that the busting of the trusts and the smashing of the railroads has not diminished the cost of living, but has tended to increase it. Farmers are beginning to realize that the outcry against high prices in which they joined is affecting them, perhaps more seriously than any other class of our people. The clamor for a change is now satisfied because the change has been voted by the people.

Those who wanted a change so badly are now waiting to see what will happen and if the wild promises of the so-called "Progressive" element in both parties can or will be carried out; if market baskets will be filled; if wages will be increased, and the cost of living lowered. I predict that none of these expectations will be realized. Everybody knows that politicians will promise anything to get into power and that they are just as certain to forget everything and everybody but themselves when they realize their ambitions. It is true that the people can turn them out, but meanwhile, the politicians will have enjoyed the spoils of office and waxed fat at the public crib. And it is easy to fool the people again.

Summarizing the situation, it is this: For the railroads, good crops; the effect of which is offset by a hostile Interstate Commerce Commission which persistently refuses to give the railroads a square deal.

(Continued on page 21.)

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**Jasper's Hints to Money-makers**  
(Continued from page 20.)

For the industrial corporations, an excellent business outlook with a wide demand for goods from a market not over-supplied, but with the threat of impending tariff reduction and further trust busting hanging over their heads. For the express companies, the new competition of the Parcels Post and a threat, by the Interstate Commerce Commission, of a reduction in rates of 20 per cent., involving an annual shrinkage in earnings, estimated at \$30,000,000. Already one of the great express companies, the U. S. Express, has passed its dividend and all the express stocks show a heavy decline.

It behooves my readers, therefore, not to buy on slender margins; to give their preference to the substantial dividend payers; to have their funds in readiness to buy if the market sustains a panicky break and to bring all their personal influence to bear on the members in Congress from their respective districts, to follow a constructive rather than a destructive course in legislating at the extra session.

Some believe that the approaching completion of the Panama Canal will prove a great stimulus to our national prosperity, especially in the South and West and on the Pacific; that it will attract a large body of emigrants to both these sections which offer such great inducements to settlers and that it will be helpful to the manufacturers of the East and West, in extending their trade with the South American Republics and the Oriental nations. As the Canal will not be opened for traffic this year, we can hardly expect these benefits until later on.

It is not improbable that the tide of prosperity will not begin to rise appreciably until the principal crops have all been safely garnered next year. If unfortunately these should show a shortage the last hope of a bull movement in 1913 will disappear.

D. J. R.: You can deposit coupons due or overdue, with your bank, the same as checks or cash.

B., Roxbury, Mass.: I should not call Butte Central Copper stock a "safe investment!" The rise in copper has led to a considerable advance in the copper stocks and to an over-speculation in some.

E., Elmira, N. Y.: Goldfield Con. Mining stock no longer pays a dividend, but around \$1.50, it was looked upon favorably as a speculation in view of the possibility of a resumption of dividends. It is not in any sense an investment.

Dr. B., St. Louis: 1. I cannot give judgment on the bonds of local industrial corporations. They are not dealt in on Wall Street. 2. Great Northern Pfd. ought to be safely on the investment side and is so regarded in spite of the perturbation in the railway world.

B., Pemberville, O.: The Willys-Overland 7 per cent. Pfd. seems to be abundantly secured, according to the statement you submit. Some think that the automobile business has reached its limit of prosperity. But this is a great and growing country.

Free Map, Chicago: The free map of New York City to which you refer is that which the American Real Estate Company, Room 587, No. 527 Fifth Avenue, N. Y., has prepared, to show the locations of its properties. You can get a copy, without charge, by writing to the above address and asking for it.

Charles L., Brooklyn: I think well of Missouri Pacific in view of its excellent record and its possibilities, but it must be regarded as a speculation for a long pull. If the Interstate Commerce Commission and State legislatures continue their antagonistic attitude toward the railroads, the latter must go through some trying experiences.

Z., Jersey City: This is not a good time to unload speculative stocks like Texas Pacific and Southern Railway Com. and to put the proceeds in low-priced stocks like Dis. Sec. The market is entitled to occasional periods of strength, and during one of these you might sell to better advantage. Of course, there is nothing certain in Wall Street.

H., Bristol, Conn.: Investment bonds, tax exempt in Connecticut, which are well recommended, include the City of New Haven 4's, selling around par, New Britain 3 1/2's around 95, Connecticut Ry. & Gt. 4 1/2's around 101, the New Haven & Hartford Rd. 5 per cent. notes due 1913, at 99 1/2, and the New Haven's 4's due in 1956 at 89. These prices are in addition to accrued interest. All these bonds can be had of Spencer Trask & Co., 43 Exchange Pl., New York City.

Anxious, Portland, Me: It would have been better if you had divided your investments among the different kinds of securities instead of putting everything in one and meeting a loss. 2. Bonds would be preferable, selecting the best railroad securities you can find, netting from 4 to 5 per cent. 3. You will find much of the information you ask, if you will send to George H. Burr & Co., bankers, 14 Wall Street, New York, for their Free Booklet on "Diversified Investments."

P., Washington: The annual report of

U. S. L. & H. showed about 1 1/2 per cent. earned on the common stock in addition to 7 per cent. on the pfd. Shipments for October and November were reported as the largest in the company's history. Owing to increased business, an addition to the factory at Niagara Falls will be necessary. Among the low-priced industrial stocks, U. S. L. & H. around 12 does not look dear, though it must not be regarded as a safe investment and the holder must be patient.

Unbeliever, Denver, Col.: I have often explained that promoters of mining and other stocks can very easily get up a circular, in the form of a newspaper, in which they can puff their stocks to their hearts' content. They can also buy space in publications supposed to be reputable. This was shown in the trial of the Julian Hawthorne case. You must not believe all that you read. 2. You can very easily divide your investment among a number of \$100 bonds. These will give you a better return than your savings bank. An interesting booklet on "Small Bonds for Investors" has been compiled by Beyer & Company, the \$100 Bond House, 52 William Street, New York. Write to them for their booklet No. 104.

Stung Again, Nashville, Tenn.: I am surprised, after your first experience with Lawson's Trinity Stock, that you permitted yourself to be deceived with his Yukon-Gold and Bay State Gas. I am always advising my readers to leave Lawson's securities alone. 2. I see no reason why you should not get 6 per cent. or even better, if you want to invest in securities where money commands the highest rates. 3. The plan you suggest is excellent and is followed by a good many investors who seek to enlarge their incomes. Write to the parties who offer securities bearing a satisfactory rate of interest and get their circulars of information and references, but don't accept any statements that on their face look preposterous.

Sufferer, Cleveland, O.: The Federal Government has indicted the promoters of the American Telegraph Typewriting Company on the charge of the fraudulent use of the mails. It is said that \$200,000 worth of this stock was sold originally at \$10 a share, but the price recently dropped to 50 cents. I advised my readers not to buy this stock and not to believe the preposterous stories constantly told by promoters of new inventions who are principally engaged in stock selling. 2. The terms used in Wall Street are all set forth in an educational booklet called "Wall Street Ways." You can get a copy without charge, if you will write to J. F. Pierson, Jr., & Co., members New York Stock Exchange, 74 Broadway, N. Y., for their "Booklet No. 22."

B., Pittsburg: 1. Substantial dividend-paying railway stocks like Atchison Pfd., B. & O. Pfd., Atlantic Coast, L. & N. and D. & H. ought to withstand financial disturbances of an ordinary kind. The same might be said of the high-class industrials, like American Tobacco Pfd., Central Leather Pfd., and American Telegraph and Telephone. The preference is for those that have made the best record and show the best management. Standard Oil stocks like Vacuum Oil and Standard Oil of California will give as good returns as any other to the patient holder. 2. Southern Pacific seems to me like a better purchase than Union Pacific in view of the fact that the Southern Pacific controls the Union Pacific outlet from Ogden to San Francisco.

L., Manchester, Mass.: British American Tobacco was formerly the foreign branch of the American Tobacco Company until the courts dissolved the latter. It controls companies over a good part of the foreign field, and has an authorized capital of 6,600,000 pounds, Sterling. Of this 2,100,000 pounds is 5 per cent. cumulative pfd.—par value one pound; no bonds. Dividends at the rate of 12 per cent. and upward have been paid regularly. The stock is well spoken of. James B. Duke, the head figure of the tobacco business, is its directing mind. I do not regard the stock as any safer than American Tobacco Pfd. 2. Union Bag & Paper Pfd. around 36 looks like a good speculation. I have heard no rumors of a reorganization.

Oil, New Orleans: I do not advise you to buy California Petroleum. The disclosure of the manipulations of this stock sent the price down with a thud. The best of the oil stocks are in the Standard Oil list of subsidiaries, and a good many investors have found this out to their profit. 2. Manipulation has had a good deal to do with the advance of certain copper and industrial securities, yet people are foolish enough to buy them at these manipulated prices, hoping they will go higher. Better take a profit. 3. You can buy stocks and bonds, making a partial payment and having the balance carried on what is called a "margin." This is what many speculators do. I would not carry them on a narrow margin. If you pay 50 per cent. of the purchase price, that will usually be abundant. 4. Walston H. Brown & Bros., members New York Stock Exchange, 45 Wall Street, New York, will buy any of the securities that are listed and buy them on a reasonable margin. 5. Goldfield Consolidated, after it slumped to about 1 1/2 advanced to \$2 a share. It is said that insiders picked it up on its decline after the passage of the dividend.

(Continued on page 23.)

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## The Assault Upon the Patent System

(Continued from page 10.)

violation of the Sherman Law, if the vendor of any patented article does any of the following things:

(1) Makes any agreement with a dealer restricting the resale price.

(2) Makes any agreement with the customer restricting the use of the patented article.

(3) Makes any discrimination as to prices between different customers, based upon purchases of a particular quantity or aggregate price.

(4) Refuses to sell the patented article to other persons, or consents to sell only upon terms or conditions less favorable.

(5) Supplies the patented article in certain territory upon terms more favorable than in other territory.

(6) Makes any agreement with a dealer restricting the territory in which the dealer may resell the patented article.

None of these acts, mark you, are forbidden to manufacturers or dealers in unpatented articles. Only those who have spent their time and money advancing progress and the arts by developing and introducing new and useful inventions are subjected to this wholesale outlawry. Every manufacturer and dealer in patented articles, however, becomes a criminal if he tries to secure a year's business as a condition of selling to a dealer; if he tries to hold the dealer to his agreement to buy his patented goods exclusively or to a certain

extent; if he tries to hold the dealer to his agreement to maintain a standard price on the patented goods; if he licenses the use of a delicate patented machine on condition that it be used only with specially prepared supplies or in continuity with specially adapted machinery necessary to insure the perfect operation of the patented machine; if he licenses the use of a patented machine with the requirement that a minimum royalty shall be paid unless all or a part of the licensee's work shall be done on the machine; if he limits the licensee's use of the patented machine to a particular line of business so that he may license to others the exclusive use of his patented machine in other lines of business; if he avails of the quality of his patented inventions to induce licensees to use his machines either exclusively or in part for all their needs; if he agrees with a retailer in a town to sell his patented goods to no one else in the same town or to sell to other retailers only on less favorable terms, in consideration of which the retailer shall push the sale of the goods; if he licenses the use of his patented invention to a licensee who, for instance, makes marine engines, and whom he charges a different rate of royalty from what he charges a licensee making locomotive engines and stationary engines; or if he sells his patented goods in any particular territory at a less price than he sells elsewhere.

The fact that these transactions might

have no actual tendency to restrain trade cannot avail the unfortunate manufacturer or dealer; because the Oldfield bill expressly provides that any of these acts shall be conclusively presumed to be in violation of the Sherman Law. The penalty for such violation is the forfeiture of the patent, a fine of five thousand dollars and a year's imprisonment, and the payment of three-fold damages and the costs of suit and attorney's fees to anyone who comes in within three years thereafter and proves any damage.

Was it a twinge of misgiving concerning this wholesale attitude of business, or was it an exquisite malevolence towards the patent system in particular, that suggested the imposition of these penalties only upon manufacturers and dealers in patented articles? For the Oldfield bill forbids only manufacturers and dealers in patented articles to do these things, and expressly leaves the manufacturers and dealers in every form of property absolutely free to do any or all of these things.

The Supreme Court of the United States has conclusively shown that the existing patent laws are amply sufficient to prevent every conspiracy and combination in restraint of trade that has mistakenly sought shelter under the patent system. Since the patent system under the existing laws affords no refuge for oppressive monopoly, the last reason for altering the patent system disappears.

## Invention, Wages, and the Cost of Living

(Continued from page 10.)

be realized from a few comparisons. Between 1900 and 1910 the population of the United States increased from 75,994,575 to 91,972,266—an increase of 21 per cent. Unfortunately for the agricultural resources of the country, however, the rural population during this period increased only 11.2 per cent.; while the urban population increased 34.8 per cent. Equally unfortunate is the circumstance that over these years the number of farms increased only by 624,130—an increase of less than 11 per cent., and the actual acreage of land under cultivation in farms increased only by 40,206,551 acres—an increase of less than 5 per cent.

The significance of these figures and their immediate relation, first, to the cost of living, and second, to the necessity of continued mechanical progress if the cost of living is to be kept within reasonable bounds, cannot be exaggerated. During the decade ending in 1910 the urban population—which is a liability rather than an asset as regards

agricultural resources—increased about 65 per cent. faster than our rural population and 625 per cent. faster than the increase of acres under cultivation in farms, upon which we must depend for the food supply of our enormous population. The difficulties of feeding our enormous population, disclosed in all their magnitude in these figures, can be relieved only by continued improvements in implements, machinery and farming methods, and fresh discoveries in agricultural chemistry, and new and hitherto untried means of land development. Unless the immediate future brings great advances in manufactures, arts and sciences, the conditions of living must grow worse instead of better. Invention alone can solve these problems. Again, to quote Professor Clark:

Technical improvement is simply indispensable. Without it, and without increasing population, life on our planet would be unendurable. Stop the succession of inventions that add to our power over nature and you will bring labor soon to a starvation limit. Merely check the rapidity of this technical

progress and you will cause grievous hardship. Given more and more millions of people to be maintained, and no technical betterments, and you have world-crowding going on until it reaches the fixed barrier of starvation itself. The ultimate limit on the congestion will be set by the cruel checks on the growth of population which the Malthusian studies describe. When we pass the starvation point, the mortality and the diminished birth rate may afford some relief for those who survive; but this means that the "iron law of wages" will operate in full rigor. Though the earnings of labor cannot long be less than what is necessary to keep the men alive, they cannot under such conditions long be very much greater. This fact typifies the whole history of human life. We need more, better and again better means of production if our growing population shall be kept above the level of want.

To invention, therefore, we must look for escape, not only from the present high cost of living, but from still higher cost of living, and from all the appalling consequences that this would entail. The existing patent system, which today, as always, has been the sole reward and inducement for invention has become now, even more than at any time in the past, the greatest aid which civilization has in coping with the problems of existence.

## Is the Farmer to Blame?

EVERY man, woman and child feels the high cost of living, and feels it most in the price of food. One may economize in clothing, may seek a less expensive neighborhood in which to live, may cut down or eliminate servants in the home, may forego luxuries; but the demand for food is made at least three times every day. For poor families it is an acute struggle to provide sufficient food at the present prices, and even among the well-to-do it has become a daily problem.

It is the fashion to cry out against the trusts and the tariff as the cause for this condition, yet the condition is much the same everywhere, with or without trusts, with or without a tariff. Unbiased students of the problem have long since concluded that the fundamental cause of high food prices is that the agricultural production of the world has not kept pace with the increase of population. In all civilized countries the advent of machinery and increase of manufactures have drawn the people away from agricultural pursuits, increasing the body of consumers at the expense of the producers.

The last United States census report bears out the theory that the high cost of food in this country is not a question of trusts nor primarily of the tariff, but of the ancient law of greatly increased demand with but a very slight increase of supply. The *Commercial and Financial Chronicle*, of New York, in analyzing the report, scores the farmer, who has profited enormously by the advance in prices of his products, yet has made no effort to relieve the tension of the situation by enlarging his output.

The income of the farmers of the country in 1909 was, roughly speaking, two billion dollars more than in 1899. This enormous addition of revenue—eighty-three per cent.—was due almost entirely to the rise in prices. The increase of acreage under cultivation during the period was less than ten

per cent., and no appreciable advance was made in the yield per acre. With production practically at a standstill, the population of the country in the ten years advanced twenty-one per cent. In other words, we have one-fifth more hungry people to feed and no appreciable increase in the source of supply. An increase in prices was inevitable. All the farmer had to do was to go on raising the same crops in the same quantities as before, and, through no additional skill or energy exercised on his part, rake in two billion dollars more per year. The *Chronicle* says:

The chief indictment against him is that he has not increased his product per acre—has not enlarged his output and thereby lowered the cost per unit. That is what the much-abused "trusts" would have done in similar circumstances. They would have applied scientific methods and have increased the fertility of the soil. The methods of the farmer, on the other hand, have been wasteful, extravagant and singularly inefficient. He has not bestirred himself because there was no occasion for so doing. Higher prices came to him without effort with the increase in population, and the tariff protected him against importations from the outside.

In the light of these revelations, is it not incumbent upon the farmer to cease crying, "Down with the trusts and the railways!" and to bestir himself to increase his acreage and the average per acre? Our population is steadily increasing and will continue to do so. Unless by enriching the soil and improving his method the farmer increases production, the difference between supply and demand will be more marked ten years from now than it is to-day, and this country, with its many thousands of acres of unused or partly developed land, will have to go outside for its food supply. It is up to the farmer to do something.

## The Protected Farmer.

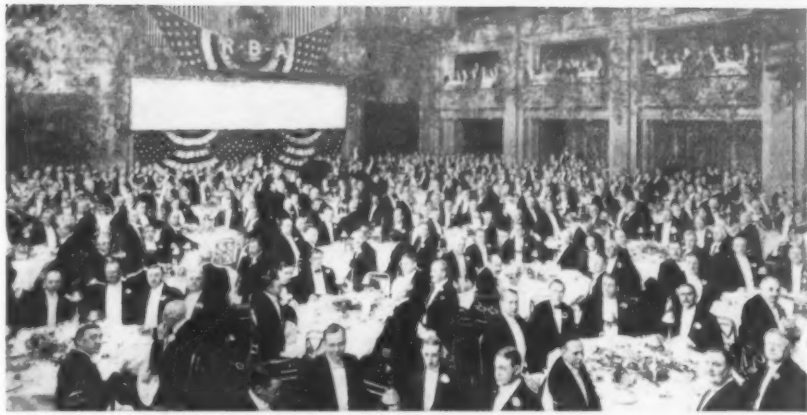
IF the tariff is to be given a drastic cut let not the farmer think he will not have to take his turn. In the denunciation of the tariff by the politician looking only for votes, the protected "trusts" and "special interests" have been the objects of his diatribes. In his desire not to offend or

alienate the all-powerful farmer vote he says nothing about the protection of farm products, which have scarcely been affected in all the tariff revisions of the last fifty years.

The farmer, too, is crying for a cut in the tariff on the manufactured goods he has to buy, but enjoying as he does today the highest prices in the history of our agriculture, let him not think, if the tariff is reduced on manufactures, the people will not demand its reduction on farm products as well. As *The Chronicle* of New York points out, it would be calamitous to cut duties in manufactures to the extent of lowering the wages of millions of factory workers, and then grant them no relief in all the supplies of the table. If the Eastern manufacturer and factory worker are no longer to be protected, the Western farmer must expect to have the same medicine dealt out to him. If the Democratic Party decides to put the country on a "tariff for revenue only" basis, the farmer will have to take his turn with the others in paying the price.

The farmers in Missouri are learning something by experience. Under the initiative and referendum there was proposed a constitutional amendment for the adoption of the "single tax" theory. Many labor organizations indorsed it, and the Socialists, of course, shouted for it. But the Missouri farmer was not quite ready to surrender title to his broad acres to "collective ownership." He felt quite able to run his farm himself. This single issue, it was predicted, would bring out the largest farmer vote the state has ever known since the great question of the extension of slavery was up, and the election returns show the single tax amendment has been defeated by a heavy majority. The farmers of Missouri were able to avert the danger to their property. Will the farmers of the country be able to avert the danger that threatens in a hasty and thoughtless revision of the tariff?





A REMARKABLE GATHERING OF RAILWAY BUSINESS MEN.

Annual banquet of the Railway Business Association at the Waldorf-Astoria, New York, December 19, 1912, which was attended by the most eminent railway managers, captains of industry and manufacturers of railway materials and equipment. This association was organized to promote conciliation between the public and the railways. George A. Post, the re-elected President of the association, was toastmaster at the banquet. Striking addresses were made by James J. Hill, the Great Northern Railway magnate, and W. L. Mackenzie King, formerly Canadian Minister of Labor.

## Jasper's Hints to Money-makers

(Continued from page 21.)

Larger Income, Burlington, Vt.: Three year notes of a California corporation can be purchased on a basis to yield 6 3/4 per cent. They are highly recommended by the Smith-Tevis-Hanford Co., dealers in investment securities, 60 Broadway, New York. Three notes are only offered subject to prior sale. You can write to the above company for their "Circular L. 6" for particulars.

Teacher, Seattle: The American Ice Debenture 6's, recently selling around 73, are a fairly attractive speculation. They never have failed to pay the interest regularly and have sold up to nearly 90 when the market was buoyant. 2. These can be bought in denominations of \$100. They offer a much safer opportunity for speculators than some stocks that are popular in the market. 3. John Muir & Co., members New York Stock Exchange, 71 Broadway, N. Y., make a specialty of small lots of bonds and stock.

Happy New Year, San Francisco: 1. The increased income now to be had from securities will undoubtedly make a good many investors happier this year than they were last. 2. Five per cent. can be had from excellent securities and some will yield even better. P. W. Brooks & Co., 115 Broadway, N. Y., have compiled an interesting circular on first mortgage underlying bonds, yielding nearly 5 1/2 per cent. and having net earnings twice their interest charges with well-protected franchises. Write to Brooks & Co. for their "Circular 139 X".

Seven Per Cent.: Bargain hunters have already appeared in Wall Street to take advantage of the protracted liquidation and sharp decline in some of the best securities. Many who have been compelled to increase their incomes because of the high cost of living are turning to the preferred stocks, some of which pay as high as 7 per cent. So much interest has been manifested in these, that one of the leading houses has prepared a special list for their customers. I refer to Pomroy Bros., members New York Stock Exchange since 1878, with offices at 30 Pine Street, New York. Any of my readers can get a copy of this special list, if they will write to Pomroy Bros. for it and mention Jasper.

Opportunity, Los Angeles: 1. Speculators prefer an active stock like Steel because it gives them opportunities for a profit that less active stocks do not have. I notice that whenever Steel drops it seems to be bought by those who think it will advance speedily a point or two. 2. Among the Tobacco stocks that are well regarded, American Tobacco Pfd., U. S. Cigar Stores Company and American Snuff seem to be the favorites. It would help you to keep informed regarding the market if you would read the special letters prepared by Alexander & Co., in reference to prominent investment and speculative stocks. Alexander & Co. are members of the New York Stock Exchange, at 47 Exchange Place, New York City. Any of my readers can have copies of these special letters by writing to Alexander & Co. for them.

Trust, Boston: Trust company stocks are well regarded by investors, especially the shares of well established concerns that have passed through panics successfully. These sell at a pretty high figure but make a correspondingly good return. The Title Guarantee & Trust Co., of New York, has just declared its regular quarterly dividend of 5 per cent. and an extra dividend of 4 per cent. and still has a large surplus. This accounts for the high price of the stock. 2. Any prominent broker will give you quotations on trust company and bank stocks. These, of the first class, are about as safe as anything for investment and the extra dividends declared from time to time give a fair yield on the investment. 3. The 5 per cent. trust certificates, issued by the Manufacturers Commercial Company, 299 1/2 Broadway, New York, can be had in denominations of \$100 and upward. The reason they pay this rate on a security of such standing, is because they are short term investments, but you can always re-invest in new certi-

ates. The plan is fully explained in an interesting booklet which you can have without charge by writing to the above company for it.

NEW YORK, DEC. 26, 1912.

JASPER.

NOTICE.—Subscribers to LESLIE'S WEEKLY at the home office, 225 Fifth Avenue, New York, at the full cash subscription rates, namely, five dollars per annum, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their papers and to answers in this column to inquiries on financial questions having relevancy to Wall Street, and, in emergencies, to answer by mail or telegraph. Preferred subscribers must remit directly to the office of LESLIE-JUDG COMPANY, in New York, and not through any subscription agency. No additional charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be inclosed, as sometimes a personal reply is necessary. All inquiries should be addressed to "Jasper," Financial Editor, LESLIE'S WEEKLY, 225 Fifth Ave., New York.

### Life-insurance Suggestions.

THE decision of the New York State Court of Appeals against the Royal Arcanum, holding that this fraternal order cannot increase assessment rates without the policyholder's consent grows in importance the more the matter is considered. The court declared that the plaintiff, who won his case, could sue the association for premiums paid in excess of the figures fixed in the policy contract. This was a test case and the judgment applies to all policyholders. The Royal Arcanum has a membership of 354,000, outstanding insurance aggregating \$700,000,000 and a surplus fund of \$6,000,000. From the latter the policy holders might be reimbursed for their excess payments, but after that the great order would be confronted with the problem of continuing in business on rates that would confessedly be too low for it to exist on. The bankruptcy which would then have to ensue will be at least deferred by the Supreme Council of the Order's appeal to the United States Supreme Court. If that tribunal affirms the view of the ablest and most respected State Court in the Union, the downfall of the Royal Arcanum must be summary. And not only it, but also all other assessment insurance organizations will receive a mortal blow. Even if the nation's highest court should reverse the New York Court's decision, the dissatisfaction of thousands of policyholders with the increased assessment rates will still threaten the Royal Arcanum with disintegration. Because of heavy necessary increase of rates and many withdrawals of policyholders all assessment organizations are bound, sooner or later, to go to smash. Tens of thousands of confiding persons have been injured financially through this utterly unsound mode of life insurance. With the warnings so frequently given of late in the collapse, or threatened collapse, of assessment associations, the public should be more chary hereafter about joining them.

Mt. Butte, Mont.: The Bankers Life of Des Moines was formerly in the assessment class, but is now conducted on the level reserve basis.

D. F. J., New Jersey: The Prudential of Newark, is one of the oldest and strongest companies of its kind. There can be no question about the safety of the policy.

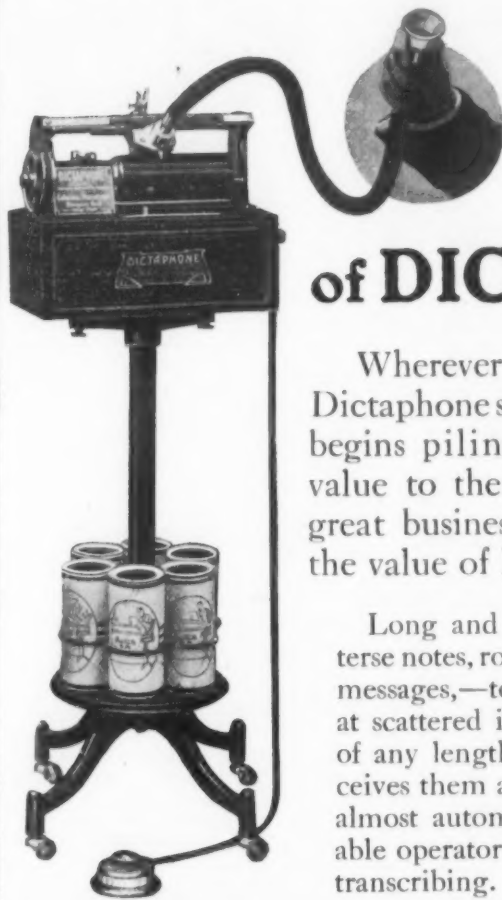
H. O., St. Paul: The Scandia Life of Chicago was organized in 1905 and its expenses of management naturally are higher than those of some of the older concerns.

G., Batavia: In view of all the circumstances, the Northwestern Mutual Policy would seem to meet your requirements best. Get figures of the Mutual Life, and make your own choice. Both companies have a good record.

N., New Albany, Ind.: The Inter-Southern Life has been organized only since 1907. It has scarcely had time to demonstrate its best possibilities. The Hoosier Casualty Company has also been organized only four or five years.

C., Atlanta, Ga.: Economy of management and carefully selected risks, capably handled, is precisely what the well established, old line companies now have. With their great volume of business, expenses of management ought to be less rather than greater, proportionately, than that of the smaller companies. I do not believe in trying experiments in life insurance. I have had some experience with both assessment and old line companies. I have decided to stick to the latter.

Hermit



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## PATENTS

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# The Public Forum

## WHAT WE NEED.

A. C. Shaw, Spokane, Wash.

**WHAT** we especially need is confidence; McKinley confidence; confidence in each other, our neighbors, officers, statesmen, courts, the future of our country; to be restored to that mental condition where we believe that if we invest, or let go of, our dollar, it will be returned with some part of another, reasonably rewarded for its assistance in returning prosperity and developing the best State in the union. It is time for business men, farmers, laborers, professional men, men out of employment, working on half time, with empty houses and stores, whose rents are declining, to use the gray matter God gave them and stop and think.

## OUR UNSURPASSED PROSPERITY

Judge Elbert H. Gary, Chairman, United States Steel Corporation.

**WE** are in the midst of an era of prosperity never before surpassed so far as it affects our particular lines. These conditions have not resulted from the application of political policies or efforts, but exist in spite of them. They are here because nothing could prevent. The bountiful crops and sound basic conditions of the country have made everyone realize more clearly than ever before that prosperity in this splendid country of ours is to be the rule and not the exception, notwithstanding at times we may be surrounded by adverse influences and unwarrantable interference, which in any ordinary country would bring prolonged distress and suffering.

## WHO FORMS PUBLIC OPINION?

E. C. Simmons, of St. Louis.

**THE** great question before the American people to-day is—who is going to form public opinion? For the last few years that has been left to a large degree to the demagogue, the muckraker and the political spellbinder. I hold it as the duty of an American citizen to do what he can to form public opinion on healthy, sane and right lines. Too many of our people are too much disposed to stand aloof and cavil at politics, rather than to endeavor by their personal influence, to remedy the defects that are so evident.

## THE ERA OF ARBITRATION.

President James G. Cannon, of the Fourth National Bank, New York.

**THE** extension of commercial intercourse between nations is promoting peace—not only between nations, but between individuals. The Chambers of Commerce are today counted among the world's greatest peace agencies. The first act of the Chamber of Commerce of the state of New York, on its organization in 1768, was the appointment of a committee to arbitrate differences between its members and ever since then it has maintained a system of commercial arbitration. It is my hope that out of the International Congress of Chambers of Commerce there will be developed a world-wide system of arbitration among business men, so that along with the advancement of world peace, by means of the Hague arbitration of differences between nations, there may be yoked a method by which disputes between business men of different countries can be quickly, fairly and inexpensively arbitrated. That this is possible is illustrated by the fact that recently a dispute between two manufacturing concerns, one in London, the other in New York, was submitted to the arbitration committee of the New York Chamber of Commerce and the decision was favorable to the English concern, thus establishing the absolute impartiality of the proceedings.

## BUSINESS MEN NOT CROOKS.

William Schleicher, Troy, N. Y.

**OUR** business methods have excited the admiration and emulation of our foreign competitors, yet the Government heralds abroad to all the world the iniquitous reflection that our finances are manipulated by a lot of crooks and our industrial business conducted by looters, thieves and rascals, whose prime idea is to rob the public and defraud the Government. If such a course were followed in any other country we would consider it a suicidal policy on their part. There can be no possible question that the prosperity of any country depends very largely on its industrial life and its obtainable financial resources. Can we object if foreign Governments and municipalities exclude our corporations from doing business within their boundaries in the face of such home governmental representations? These policies have caused millions to be

out of work. Many shops are working half time, affiliated companies have closed some of their plants, and thousands of small concerns have been driven to the wall, their shops closed possibly never again to be opened.

## THE PEOPLE AND THE BOSSES.

Darwin P. Kingsley, President, New York Life Insurance Company.

**CRYING** out against the Bosses is all right. But how busy with civic duties have you seen most of those who cry loudest? Has the Boss done anything but appropriate in a perfectly natural way the property of the good citizen who has been so busy that he left his civic heritage to grow up to weeds? Indeed I am not sure which element of society in the long run is more to be condemned: the Bosses who merely seize their opportunities or the Business Men who let things go to the dogs for years and then rise up in rage and upset for the moment the Bosses' program. Having upset the Bosses, the Good Citizen struts around for a time looking virtuous, passes a lot of laws which further extend civic privileges, and then back he goes again to the old condition. He lapses, but his claim on general society does not correspondingly decrease and the deficit which follows ultimately results in another civic outburst. The Bosses never would have a chance if the good people would just be honest with their own form of government.

## PARTY TIES WEAKENING.

Amos P. Wilder, American Counsel-General at Shanghai, China

**THAT** the Democratic party, whose fondness for candidates of this sort has been evidenced for some years, should put a Woodrow Wilson forward is in itself a cause of rejoicing by every American. As for his industrial policies, possession breeds conservatism, and the nearer one gets to the tariff the more cautious he becomes. It remains to be seen how firm the Republican entrenchment in the Senate continues. Party lines have been weakening in the United States for two decades and the policies of the great parties more nearly approach each other. While Taft and Roosevelt partisans are disappointed, as Americans there is much to rejoice in now that Dr. Wilson is chosen. Ruskin said, "Get the man and all is got." All Americans recognize in the Governor of New Jersey a proper man.

# What the Editors Say

## THE MODERN NEWSPAPER MAN

Rollo Ogden, Editor of the New York Evening Post.

**HORACE GREELEY'S** idea that a college man in journalism is no better than a donkey is all wrong. It may have been true at that time, but now some of the best men in New York City's newspaper work are college graduates. The old idea that the newspaper man leads a gay bohemian life, is out of date. The systematic methods of modern journalism and the large amounts of capital invested have tended to make the modern newspaper man as plain, prosaic, plodding and matter of fact as any other man. It is generally admitted now that the man who spends the night in revelry and then sits down with a wet towel around his head to write an editorial will not give the public any very valuable instruction or guidance.

## THE REAL JOURNALIST.

Dr. Talcott Williams, head of School of Journalism, Columbia University.

**THE** first service of journalistic training is to exclude the man who has no aptitude. Ability, common sense and integrity insure the success of the lawyer or physician, but the journalist needs a touch of the artist's inspiration. He must by sympathy feel what the public is interested in. Some men are by nature unfit for journalism. It is more important for the journalist to have something to write than to know how to write it. He must know the human mind, the history of science, of literature. To understand what is happening he must understand what has happened in the past. To the journalist the world was made yesterday, exists today and must be written about as it grows into to-morrow. Journalism is the force by which free states exist.

## NEWSPAPERS ARE IMPROVING.

Chester S. Lord, Managing Editor, New York Sun.

**THE** newspapers of to-day are better because more study and thought are put into their construction. Not only are the editorial writers men of education, but the sub-editors, the night editors, the revisers of copy and the reporters are mostly all college bred men—mental acrobats who have been taught to think and to express their thoughts; who have been taught where to seek and how to find information and knowledge; who have been taught to be confident and self-reliant and original. The proportion of college bred men on newspaper staffs is much greater than it used to be, and to my mind the intelligence of the staffs has increased in exactly the same proportion.

# Books Worth Reading

**CHARLES W. HOYT** in presenting the work "Scientific Sales Management," makes the startling statement to the manufacturers and jobbers of America that \$1,000,000 is wasted every day through inefficient sales management. Mr. Hoyt in writing this book has set himself the task of developing methods by which this enormous waste can be done away with. The book is not intended to teach salesmen how to sell goods, but rather to teach the executive how to get efficient results from the work of a sales force and the principles which Mr. Hoyt lays down apply with equal force to the small and to the large concern. Mr. Hoyt writes from experience, not from theory. New Paven, Conn., George B. Wilson & Co., publishers. Price \$2.00 net.

**THE** Second Boys' Book of Model Aeroplanes, Century Co., publishers, by Francis A. Collins, is one of the real boy books that is both fascinating and helpful. There are over 100 illustrations from photographs, with working drawings.

Mr. Collins writes of results which he has worked out with his own hands and helped boys to work out as well. Price \$1.20 net.

**TWO** doctors, E. B. Lowry and Richard J. Lambert, have cooperated on a book of hygiene for men, with the concise and descriptive title "Himself." It is clear, complete and scientifically accurate. The former books of Dr. Lowry along similar lines have long been regarded by all the principal authorities as standard works on

the subjects treated. Chicago, Forbes & Co., publishers. Price \$1.00 net.

**"THE Bright Side,"** as its name suggests, is a volume of optimism. It is a sunny antidote for those who have acquired the habit of looking on the dark side, and its inspiring quotations should be stored in memory to help us on some days that the poet declares must be dark and dreary. It is arranged by Hon. Charles R. Skinner, formerly the popular Superintendent of Public Instruction of the State of New York, and now of the Municipal Improvement League, Watertown, N. Y., and is published by Frank D. Beatty & Co., 225 Fifth Avenue, New York City. It is an especially suitable gift book. Price 75 cents net.

In answering advertisements please mention "Leslie's Weekly."



# The Torment of Sin

By ETTA SQUIER SELEY

IT MAY have been the wood fire, or the influence of my pipe, or the fact that I had just returned from a wedding—perhaps all three combined to bring certain events of the past ten years before me in rapid succession. I fancy the wedding started the retrospect, although the participants in the festal ceremony were by no means the parties of my reflections; I wish they might have been.

The first scene of my dream drama had for setting the bare little yard around our old district schoolhouse, and the time was ten years back. Jack Marlow, the bully of the school, was boasting that he had kissed every girl in school but one, and he would get her after school. We all knew who the one was—shy Alice Marvin—the most lovable and most loved girl in school, and yet in some ways absolutely unapproachable. I recall telling Jack he'd best leave Alice alone—that she wouldn't stand for such monkeyshines; but when school was out, he started toward the pump where Alice stood with her double slate under her arm, waiting her turn to drink. Jack called out as he sauntered over, "I've kissed all the other girls, Alice, and it's your time next." I felt—rather than saw—her shrink from him, because I was on the way over myself. I've never had a clear idea of how I got hold of that slate, but the thing I do remember is that the next minute the double frame was hanging around Jack's neck and I was walking away with Alice's hand in mine. He didn't follow us—I was a size larger, and, besides, he had other troubles just then.

That was the beginning of a comradeship which ripened into something else, and when my uncle offered me a position in P——, we had a mutual agreement that in three years we would marry.

The first year went well enough; then I met Her, the very embodiment of sin in a

form of light. Of course, I was a fool, and for two accursed years. If it were not an act of supreme cowardice, I'd lie down with that dagger yonder in my breast—and it would be easy compared with what has been and what is.

Well, the affair ended, and I went back to the farm. But Alice knew; she met me very calmly and gave back the simple ring with which we had made our pledge. I wasn't enough of a man to see—as I now see—how utterly unfit I had become for her—so pure and sweet; so I made the usual plea—wild oats—all over—never again. But she only looked at me with the sorrow of the Madonna in her eyes, and I shall always see her so. We stood by the gate, under an arch of white clematis in full bloom. She gave me her hand—such a soft, trembling hand—and her blue eyes looked straight into my cringing soul.

"I can't, Ned. You have made it absolutely impossible, can't you see? I shall always love you—I can't tear out the love God placed in my heart for you; but we must live our lives some different way."

Then she left me, and I stood there until big drops of rain roused me to move on. I felt dead, and even yet sense the surprise I felt that my body seemed capable of motion. I went back to my city work and pegged away like a machine, but my zest was gone. Nor did the life I had formerly led appeal to me. Always her eyes were watching me; and the comfort I got out of life was in lending a hand to some down-and-out and starting him straight again. Then I know that she is doing for women what I've been trying to do for men.

And last night—oh, God!—last night I saw her lift a drunken woman and help her toward shelter; and as I passed, the swollen face leered up into mine—and my agony was complete. I need no deeper hell. It was the woman of sin.

## School Luncheons at Cost.

THE merits of cheap school luncheons for poor children have been demonstrated in various cities. The first annual report of the Home and School League of Philadelphia shows that the experiment there has not only resulted in improving health, scholarship and deportment of those enjoying the luncheons, but has inspired many mothers to serve more nutritious food in the home. For example, it was found at one school that a child gained more than any of those included in the experiment, simply because the cheap luncheons stimulated the mother to show that her child could do just as well as the others on eggs and milk at home, although the nourishing items had not before been included in the daily diet. The plan has been to serve a ten-o'clock luncheon for one cent and a noon luncheon for three cents. These figures represent the actual cost of the food, the equipment and salaries of assistants being provided for by the board of education. It was no easy matter to win over the children from the lollypops for which they had previously spent their pennies. At the start, the committee gave a piece of sweet chocolate with every three-cent luncheon, as an inducement not to buy from the candy man. Here are three sample menus of the three-cent luncheons: Baked beans, prunes, brown and white bread; or corn chowder, one slice brown bread, apple-butter sandwich; or fishcakes, brown and white bread, one-half orange or graham wafer. By paying something for the luncheons, even though only a few cents, the children retain their self-respect and the scheme is redeemed from the weaknesses of a pure charity; but in providing for a part of the expense, the board of education makes a wise expenditure of public funds.

## A National Market Bureau.

B. F. YOAKUM, chairman of the Frisco lines, who has shown a deep and intelligent interest in the problems of the farmer, advocates a "National Market Bureau" under the Agricultural Department. As matters now stand the farmer is the victim of the buyer, the ultimate consumer is compelled to pay a high price for farm products because of the number of hands they pass through, while the railroads are unjustly held responsible for robbing the farmer through excessive freight rates. By Mr. Yoakum's suggestion farmers would be kept in daily touch with the markets of their products through a department that would furnish prices of the different markets and the cost of shipping.

Mr. Yoakum traced a car load of fine watermelons from Oklahoma to Minneapolis and St. Paul. The farmer put 1,050 melons in the car, receiving from the buyer \$52.50 or 5 cents a watermelon. Such a price did not pay the expense of raising the crop, but for the sake of getting a little ready money the farmer shipped them. For the 600 mile haul to Minnesota, the railroad received \$75 for the car, or 7½ cents a melon. This added to the 5 cents paid the farmer made a cost of 12½ cents a melon when landed in Minnesota or \$131 that the producer and the railroad received. The ultimate consumer paid from 60 cents to 75 cents apiece for the melons or from \$630 to \$750 for the carload. Here we have from \$500 to \$600 divided up among buyer, commission merchant and retailer. Such profits and such a division of profits represent a condition that is not fair to the farmer, the railroad or the consumer.

## Solving the Poor Church Problem.

THE little community of Forest Hills, Long Island, has decided that it is better to support one church well rather than several churches indifferently. About seventy families, representing the leading Protestant denominations, got together and organized the Forest Hills Free Church. A unique feature of this union church is the provision that the members may retain the distinct beliefs and practices of the denominations from which they come. The Presbyterian, for example, may consider himself a Presbyterian still, the Episcopalian, Methodist, Baptist, Congregationalists and all others having the same privilege. The ordinances of baptism and the Lord's supper, concerning the observance of which churches differ, will be administered in any way desired. This might be styled the laboratory method of solving the sects, and we hazard the opinion that as years go on the denominational preferences of the charter members will more and more fade away and finally disappear entirely.

Another commendable feature of the enterprise is that not a dollar has been contributed toward it by any church board or philanthropic organization. The members have raised wholly among themselves the funds to put up a church edifice well within their ability, not only to erect but to maintain. Forest Hills is a new village and the project just described went through more readily there than it would in an old community in which there were several weak churches already in existence. But even these old communities will have to come to such an arrangement eventually.

## The New Calendar

THE New Year bells across the snow  
Their happy tidings call,  
I hang a brand-new calendar  
Before me on the wall.  
I wonder what of joy or grief,  
What skies of blue or gray,  
Will come to pass, as one by one  
The leaves are torn away.

Behold!—the days thereon shall be  
My servants tried and true,  
The weeks shall finish all the tasks  
I set for them to do,  
And though I find the upward way  
Is prodigal of scars,  
Lo!—every month shall be to me  
A milestone to the stars.

MINNA IRVING.

## Cuba's Friendship.

CUBA'S new administration, expressing itself through General Menocal, its President-elect, is very friendly to the United States. Recognizing the debt of gratitude it owes us, the purpose of the new administration will be to cultivate still closer relations with this country. General Menocal plans to secure tariff reform. At the doors of the United States, with a soil and climate producing products so different from our own, a complete interchange of products, Cuba feels, would be mutually profitable. "To this end," says General Menocal, in the course of a newspaper interview, "I propose to appoint a commission to study our tariff and formulate a general plan for commercial relations with the United States, thus facilitating an interchange of products as complete as possible, with reciprocal advantages to the two countries and with the least possible damage to our own customs."

General Menocal has the right idea of tariff adjustment—a scientific study by a commission before action is taken. It remains to be seen whether the politicians will get hold of the matter or whether it will be treated in a broad spirit of formulating a policy that shall be for the industrial and commercial development of every section of the island and all of its industries.

## High Living in France.

HIGH living is one of the indulgences of our times. Famous in the past for frugality, the present tendencies in the life of France are toward extravagance. In presenting its report to the ministry of commerce, the commission on customs receipts touched upon the changing habits of the people. M. Alfred Picard, the well-known economist and president of the commission, says that the increase in the cost of living is not so much due to the higher cost of foodstuffs and other goods as to "the higher standards of comfort and well-being, the abandonment of the former strict frugality, the multiplication of needs and the increased consumption of meat." The characteristic of our time, observable quite as much, if not more, in our own land than in France, is to live up to the extravagant standards set by others, in place of the old custom which was willing to sacrifice and economize for the sake of an easier time in the future. Prices are undeniably high, but tastes are extravagant, too, and in the era of high prices there has been too little disposition to relieve the strain by the cultivation of simpler tastes.

## A Foolish Waste.

THE overwhelming mass of circular matter with which the housekeepers in all our cities are daily inundated, is something to which attention should be given. It is not only a nuisance and an annoyance to the recipient, but it also demonstrates an absolutely wasteful method of advertising. The thoughtful advertiser must appreciate that this sort of medium has no value and, therefore, to get the best results, there should be an increase in legitimate advertising in high class publications. It is largely due to this consideration on the part of advertisers that the volume of the right kind of advertising is increasing day by day.

## Heading Off Revolution.

PEACE hath its victories no less than war. The unusual prosperity in Texas drew 50,000 Mexican laborers across the Rio Grande, and deterred very appreciably revolutionary activities in Northern Mexico. The exodus saved to President Madero's administration thousands of dollars that would have gone into revolutionary outlay, stimulated the many industries of the Lone Star State and sent many thousands of well-earned wages back into Mexican homes. Prosperity pulled harder in this case than the sort of patriotism practised on the other side of the Texas border.

# Oyster Omelette and how to serve it.

HERE is no omelette that is quite so tasty or delicious as the oyster omelette. Here's how a famous chef recommends that it be made:—

Stew a dozen oysters in a very little water; roll two or three lumps of butter the size of walnuts in flour, put them in the stew and let them come to a boil; season with pepper and salt. Take out the oysters and chop them. Put them back in the stew and if the sauce is not quite thick enough add a little flour. Beat 4 eggs very light and add 2 tablespoonfuls of milk or cream. Fry in a well buttered frying pan. When done remove to a hot platter and pour the oyster sauce over the omelette. Serve hot and you've a wonderfully delicious yet remarkably economical dish.

Oyster cost—about 15c.

This toothsome recipe is but one of a hundred equally delicious contained in our new Oyster Recipe Book that is

## Yours on request



Published by the oyster growers and dealers, the men who know more about oysters than any one else. Send today for this valuable book, "Oysters, and How to Cook Them"—it gives a hundred proven recipes that will help you serve a more varied and economical menu. A postal brings your copy.

## The Oyster Growers & Dealers Ass'n of North America

Comprising the leading dealers and shippers of the United States and Canada.  
Address:—Secretary of Committee on Publicity, Dept. 7, Box 1574, New York City.

## Steady work for YOU at \$5 a day, and more later

Would you like a steady job selling my goods, starting right away, earning \$30 a week, with a chance to be promoted to a position paying \$5,000 yearly. No experience is required. My agents have steady employment the year round. I am ready to give you a position right now where you can make big money quick. Just write me a letter or postal today and say: "Mail particulars about the position you offer" and mark the address Personal for E. M. DAVIS, President E. M. DAVIS CO., 633 Davis Block, Chicago

## AGENTS \$5 a Day

Housekeepers replacing all old utensils with aluminum. Big opportunity. Complete line. All the best sellers. Big profits. Easy sales. Write at once. Thomas Aluminum Co., 8014 Home St., Dayton, Ohio

Write for 73rd Annual Catalogue of fruit and ornamental trees and plants DIRECT from the Most Complete Nursery Stock in America. NO AGENT'S COMMISSION TO PAY. Every specimen true to species and in prime condition. 73 years of honest dealing. Write for catalogue TO-DAY. MT. HOPE NURSERIES, Box 451, Rochester, N.Y.

## Elwanger & Barry

## ROSES & NEW CASTLE

is the greatest book on the culture of roses and other plants ever published. 70 pages, exquisitely illustrated in natural colors. Gives lifetime experience. Tells everything about rose culture. Describes wonderful! Hosiery roses, hardy plants, bulbs, seeds, etc., world's best for home planting—FREE. Write now. HELLER BROS. CO., Box 122, New Castle, Ind.

## \$4.95 MANKATO

A high-class heater direct from factory. Guaranteed. Burn, oil, gas, safe, ready to use. Redwood, triple walls, asbestos lined. Copper hot water tank, self-regulator, safety lamp, nursery thermometer. Get book before you buy one. Mail postal now to Mankato Incubator Co., Box 866, Mankato, Minn.

## AGENTS \$25 a Week

FREE SAMPLE New patented lock stock and saw anything: shoes, harness, buggy tops, etc. Sells like wildfire. Low price. Big profits. Immense demand. Write quick for sample to workers. Thomas A. Co., 7814 Home St., Dayton, O.

Latest Book "Profitable Poultry," 125 pages of practical facts, 150 beautiful pictures. Latest improved methods to raise poultry. All about world's famous Runner Ducks, 52 other varieties pure-bred poultry. This Book, lowest prices, fowls, eggs, incubators, etc., only 5 cents. BERRY'S POULTRY FARM, Box 54, Clarinda, Iowa

## Money In Poultry and Squabs

Start small; Grow BIG. Foy's Big Book tells how. Describes World's largest pure-bred poultry farm; gives great ideas of poultry husbandry. Lowest prices on fowls, eggs, incubators. Mailed 6c. F. FOY, Box 74, Des Moines, Iowa





ED A. GOEWY ("The Old Fan.")

# The Old Fan Says:

"The outlaw league bugaboo should frighten nobody"

By ED A. GOEWY.

Illustrated by "ZIM"



EUGENE ZIMMERMAN ("Zim.")

"HERE, George," said the Old Fan to the presiding genius of the hotel cigar counter, "smoke this real tobacco cigar. This is the gladstone New Year, and I want to start you off right."

"I'll join with you," said George, "in hoping that the new year will bring with it the greatest baseball contests in the history of the game and then I want you to tell me about this big 'outlaw' league that I understand is being organized."

"Each year," began the veteran, "when the snowball and icicle season comes round and makes us long more than ever for the gladstone spring days and the pleasing sound of the hickory meeting the old horsehide, we are treated to the annual joke about the outlaw league about to be formed. The promoters of these rainbow organizations never fail to dilate upon the millions behind the scheme and dwell, with smacking lips, upon the tornado-like path it is going to plough through the major organization. Sometimes these leagues are actually launched, but more often they never pass the stage of heated newspaper discussion. Last season one played games for a few weeks, but the men showed such mediocre talent and the contests were so poor, that the whole thing soon went up."

"This winter another hopeful crowd of speculators and optimistic players are going through the preliminary motions of forming a brand new organization. However, these fellows are more modest than some of their predecessors, for they announce that they will not invade the larger cities, but will content themselves with securing grounds and placing clubs in much smaller places. They also hint darkly that other minor leagues will join them in the 'outlaw' movement, and that the season of 1913 will be devoted to paving the way for a mighty upheaval in organized baseball. But, George, good fans need not worry over this loud war talk. None of the minor organizations are going to jump from under the protecting wing of the organized sport yet a while, and if any new league is launched, it is practically an absolute certainty that it will hit the rocks long before the grass on the diamonds compels the use of lawn mowers."

"There is only one kind of a new league that can ever break into the ranks strong enough to worry or compel dignified recognition from the National and American leagues, and that must be backed in every town where a club is located by millionaires who are willing to spend 'tons' of money until the new outfit is on its feet. There are few good players lying around loose and still fewer really capable managers. A new aggregation will have to tempt men from the present 'big boys' with



Rumor has it that the Highlanders are cooking up something good for 1913.

record breaking salaries and guarantees that would protect them for years. This league would also be compelled to locate clubs in New York, Chicago, Pittsburgh, Boston and Philadelphia, where the fans spend enough money to see the stronger clubs play to keep the weaker ones supplied with car fare and meal tickets when they return home. All of these towns could support three clubs, if grounds could be secured, and this matter is one of the very hardest nuts promoters of a new major league will have to crack.

But if the latest aspirants for league honors and gold locate their teams in small cities, they will deliberately commit baseball suicide and will never even have an opportunity to try for a good start.

"The average minor league owner is the king 'tightwad' of the sporting world. The dread of spending money is almost a disease with him and a charge of dynamite wouldn't be strong enough to make him start anything in the shape of a baseball war that would actually cause good money to be spent. I know of one club owner of a team in pretty fast company in the middle West whose annual harvests from the fans have made him wealthy. Yet his grounds and stands are a disgrace to the large city in which his team is located. For years his team has finished among the leaders, but never first, and on one occasion he was heard to remark that if his club won a pennant he'd sell out. Why? Because the fans then would insist that he maintain a first place club, which would force him to spend large sums of money for A No. 1 players. And there are dozens of other owners just like this thrifty gentleman."

"There have been but two great fights in baseball. The first was the strike of the players and the organization of the Brotherhood in 1890. It was a dismal failure after one

year of sorry existence. Next and last came Ban Johnson and his American league. The late John T. Brush almost had him on the hip and would have killed the new outfit had he been strenuously backed up by the other club owners in the National. But Johnson was a clever general and a game fighter and though his organization started in business as an 'outlaw,' it soon became so powerful that it forced recognition from the organized powers and the National. With the latter, an amalgamation was finally formed and these two control the sport to-day."



Maybe the Boston Braves will rid themselves of their Jinx during the new year.

"And now, old pal, I want to say a few words concerning John T. Brush, for many years the owner of the New York Giants, whose recent death was one of the saddest events in the baseball world during 1912. The passing of this man, acknowledged for many years to be the brainiest individual ever interested in the national sport, was a body blow to the National league. He was to the parent organization all that Ban Johnson is to the American, and then some. His loss to the

sport will be appreciated more and more as time goes on, for in spite of the fact that he had been an invalid for years and his death had long been anticipated, he was the most commanding figure in the game up to the day of his death. I do not mean that the National league will now go to pieces, but all of the other seven club owners put together had neither the generalship nor the skill and shrewdness that he possessed for handling both difficult and delicate situations. He proved this in the National's fight on the Brotherhood and again when he crossed swords with Ban Johnson. If his former fellow managers want to continue along the safe path, where he guided for many years, they must stick closer together than they have done in the past and prevent the recurrence of any incidents such as the Fogel mixup. Perhaps certain other club owners who have always been too short on achievements will now appreciate the fact that considerable thin ice is to be crossed by the parent body in the next two years, and endeavor to be good boys."

"Mr. Brush, in addition to having been a successful clothing merchant in his early days in Indianapolis, handled the club representing that city with distinction when its roster included the names of such stars as Rusie, Denny and Glasscock. He also owned the Cincinnati outfit, but made his name known to every fan the world over with his New York Giants. He was in baseball to make money, but he never overlooked its sporting side and was one of the great powers that have kept the game so clean that it ranks to-day as the most respected professional sport in this country. He spent fortunes for players in an honest endeavor to win championships and he built the most magnificent stand for the fans to be found anywhere."

"For years to come the Brush stadium at the Polo Grounds will be one of the great show places of New York. Brush's great ambition was to win a world's championship before his friends, the New York fans, at this palatial park. I know this from a personal conversation I had with him last summer. Though death laid its hand upon him months ago, I believe his life would have been prolonged, at least for a time, if the Giants had won the pennant during the season just past. H. M. Hempstead, his son-in-law, will handle the club in future as its chief executive



Several clubs certainly should turn over a new leaf for 1913.

and the hope of every loyal rooter is that he will be able to continue the great work begun by Mr. Brush."

"I certainly did think a lot of Mr. Brush, myself," remarked George. "It's a pity some of the other managers haven't learned his methods. But are managers always to blame for their club's poor showing?"

The Old Fan considered the matter for a moment, and then replied: "Why certain clubs, like the Browns, Naps, Reds, Braves, Brooklyn and one or two others, must continue in the rut season after season is a problem. Often interference by the owners and business officials upsets the work of the managers of these consistent losers, and in addition there is generally a kitchen cabinet butting in with its misconceived advice. Any manager who undertakes the job of handling one of these clubs where interference is the general order of things deserves a gold medal for every day he sticks to the job."

Here the Old Fan stopped talking and puffed his cigar meditatively. But soon his eyes twinkled as if he were



Winter is here and the same old crowd inflate the same old balloon.

greatly amused. Noting that George was gazing at him inquiringly, the veteran said: "I don't often make a pun, George, but I've just got to announce that the Highlanders are certain to have a good Chance next summer."

"Why, what can give that bunch of tailenders the ghost of a show this year?" queried George wonderingly.

"Frank is the Chance they are going to have, George," answered the veteran, "and that will open the doors of opportunity for them, and don't you forget it. In securing him as the manager of the team, Owner Frank J. Farrell has shown the judgment of a leading captain of industry, and has had the greatest luck. You'll see a ginger-fed set of players when Chance takes hold of the Highlanders, and something will be doing right from the call of time. There won't be any lagging or fumbling in the ranks, or if there shall be, there will be the substitution of good material for bad in less than the flight of a curve ball. The report that Chance is to receive a salary of \$20,000 a year has been diplomatically discredited. That is about the top score in remuneration for managers. But if Chance can make a first class club of his new flock, he will have earned every cent of his little wage."

"New York already has one team of which it can justly boast, the Giants of the National League, and now the prospects are that it will, in time, have a fit rival for the McGrawites in its American Association team. I foresee lively times in baseball in the metropolis. The fans of that growing town will, hereafter, have two sets of idols, and two shrines to burn incense at. The reproach of the chief city of America in the eyes of the baseball fiends—the fact that it hasn't been able to sport two clubs of the pennant winning class—is about to pass away. And let me tell you boy, this is going to give baseball everywhere a magnificent boost."

Another interval of silence followed and then the Old Fan wound up the lecture of the evening as follows: "George, I am going to put another over the plate for you that's certainly good for a smile. The present understanding is that Hank O'Day, late manager of the Reds, will be a National League umpire next year. What a fine reception awaits the gentleman from the bleacherites all around the circle, and particularly in New York. Many of the Polo Grounds fans and Hank have been on anything but congenial terms for years, and the fact that the Giants administered most of the severe punishment his outfit received last season caused joy in many quarters."



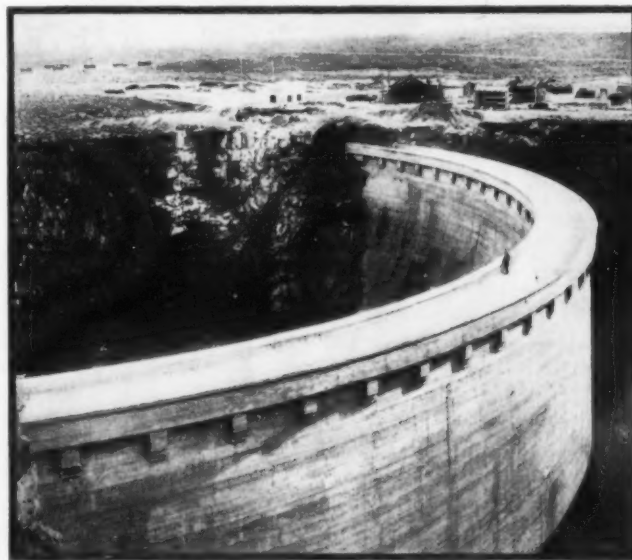
The Cubs have promised to be good next season.



# The Camera's Report of Recent Events



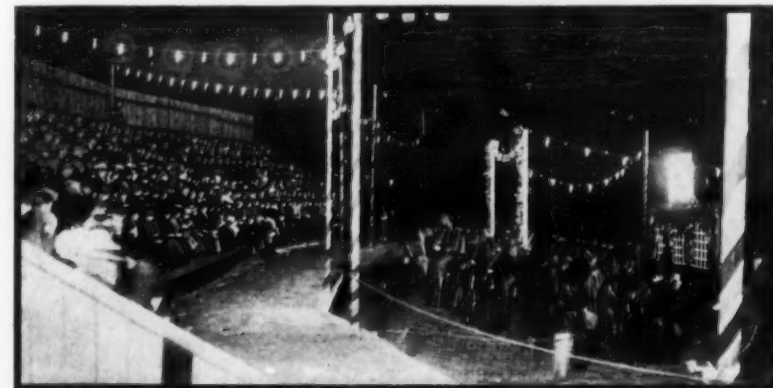
**A NEW SEAPORT IN THE SOUTH.**  
Steamship "Brinkburn" about to sail from the lately opened harbor at Aransas Pass, Texas, with a cargo of 10,400 bales of cotton.



**A NOTABLE IRRIGATION PROJECT.**  
Concrete "arch" dam at Twin Falls, Salmon River, Idaho, which will store water to irrigate 120,000 acres. It is 234 feet high. The corporation which built this dam will construct a similar one (costing \$10,000,000) on the Cheat River, at Morgantown, W. Va., for electrical power purposes.



**A FINE AGRICULTURAL EXHIBITION.**  
Display of farm products by the Long Island Railroad at the Land Show in the 71st Regiment Armory, New York. The exhibits at the show included live stock, products of the soil, farming machinery, and demonstrations of scientific farming. Twenty-five States, Canada, Mexico and Porto Rico were represented.



**CURIOUS COLLEGE CUSTOM IN COLORADO.**  
"Dance of the Devils" at the annual Halloween barbecue held at Colorado College, Colorado Springs. The women were dressed as witches and the men as imps. The barbecue originated twenty-five years ago, and is annually in the hands of the Sophomore class.



**RESOURCES OF THE RICH NORTHWEST.**  
Great Northern Railway's display at the recent Northwestern Products Exposition at Minneapolis, Minn. The exhibits represented Idaho, Montana, Oregon, Washington and North and South Dakota.



**SAILORS MAKE MERRY.**  
Crew of the Pacific Mail steamship "Siberia" entertained on board the United States gunboat "Wilmington" at Hong-kong, China. Occasions like this furnish a rare treat to the sailors far away from their homes.



**A FRIGHTFUL RAILROAD DISASTER.**  
Wreck caused by the engine of a freight train running into the rear of an excursion train during a dense fog at Montz, La. Nearly twenty lives were lost and sixty persons were injured. Fire in the wreckage cremated several bodies.





## Can You Tell

the styles of beards worn by the Knaves and Kings of the Whist or Poker Deck—which of them have mustaches—which of them have neither beard nor mustache?

## We Can Tell You

that **MENNEN'S SHAVING CREAM** is the best shaving preparation for any kind of beard.

It contains no free caustic and therefore does not irritate the skin; smarting and sore faces are eliminated; it gives a thick creamy lather which absolutely will not dry on the face; the lather softens the beard without the objectionable "rubbing in" with the fingers; after the shave the skin is left cool and soft instead of hot and drawn; the cream being enclosed in a tube is clean and sanitary; is extremely economical.

Write for a free sample tube to-day and be convinced. The sooner you get started, the sooner your shaving troubles will be ended.

# Mennen's Shaving Cream

**GERHARD MENNEN COMPANY**

57 ORANGE STREET, NEWARK, N. J.

*Makers of the celebrated Mennen's Borated Talcum Toilet Powder*

For 15c in stamps we will mail you prepaid our beautiful 1913 calendar.

